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CANADIAN

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO JULY 7, 1900.

NO. 27

"TANDEM" ANTI-FRICTION METAL.

The Most Economical.
The Least Wearing.
The Most Durable.
Friction Preventing.

"Tandem" Metals are better than
any other for their purpose,
and are, therefore:

Resistance Reducing.
Journal Preserving.
Power Increasing.
Lubricant Saving.

A QUALITY

For Heaviest Pressure and Medium Speed
or Heavy Pressure and High Speed.

B QUALITY

For Heavy Pressure and Medium Speed
or Medium Pressure and High Speed.

C QUALITY

For Medium Pressure and High Speed
or Low Pressure and Highest Speed.

Sole Agents:

LAMPLOUGH & McNAUGHTON, 59 St. Sulpice Street, MONTREAL.

THE TANDEM SMELTING SYNDICATE, LIMITED

Queen Victoria St., London, E.C.

The largest smelters of Anti-Friction
Metals in Europe.



CANADIAN PLUMBERS AND METAL WORKERS ARE LEVEL HEADED.

They know that for thirty years or more one brand
of Galvanized Iron has been on the market which has
always stood their tests, which is galvanized as per-
fectly and rolled as flat and as uniform in weight as
iron can be. Therefore, they almost always specify
"Queen's Head" brand as their first choice.

A copy of our handsome and useful display card sent free
to any consumer, dealer, or architect, who asks for it.

JOHN LYSAGHT,
Limited, Makers,
BRISTOL, ENG.

A. C. LESLIE & CO.,
MONTREAL,
Managers Canadian Branch.



OPPORTUNITY

seldom knocks twice at a man's door—the man
who called on you yesterday for advice as to the best
Radiator to install in his house gave you the oppor-
tunity to make a big advertisement for yourself and
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for Steam or Hot Water Heating? The "Safford"
absolutely cannot leak, you know.

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our illustrated Booklet to you telling all about our
original invention in screw-threaded nipple connections
which has made the "Safford" famous all over the world. Some of Canada's
largest buildings are fitted throughout with the "Safford," and that's an endorse-
ment of their perfection that we're proud of. Twenty-five different styles—plain
or ornamental—to fit circles, curves, angles. Here's your "opportunity"—will you
take advantage of it?

The
Safford
Radiators.

The Dominion Radiator Company, Limited,
Toronto, Ontario.

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*TROLLING LINES
RODS and REELS
BAIT PAILS
HOOKS
LANDING NETS
DISGORGERS, Etc.*

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RICE LEWIS & SON

LIMITED

Cor. King and Victoria Sts.,

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THE

Abbott-Mitchell Iron and Steel Company

OF ONTARIO, LIMITED.

Manufacturers of . . .

*Bar Iron and Steel
Nails, Spikes
Horse Shoes . .
Bolts, Washers, etc.*

BELLEVILLE,
ONTARIO.

1000-MILE AXLE GREASE

IS
THE
BEST.

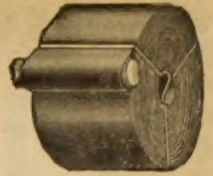
Put up in 1-lb. boxes and
3, 5 and 10-lb. pails.

SEND FOR PRICE LIST.

The Campbell Mfg. Co.

FORT ERIE, ONT.

THRESHING BELTS



with these brands
insure the best
of wear for the
money.

**The Canadian Rubber
Co. of Montreal,**

**MONTREAL,
TORONTO,
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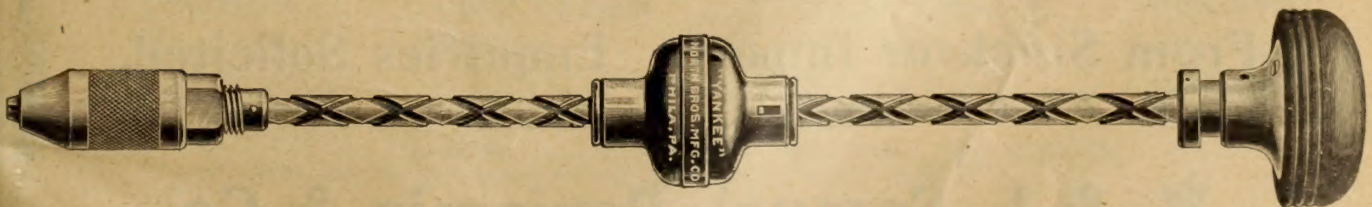
SOME OF THE NEWER "YANKEE" TOOLS



NO. 41 AUTOMATIC DRILL WITH DRILL POINTS IN HANDLE.



NO. 42 AUTOMATIC DRILL WITH DRILL POINTS IN BOX.



NO. 50 RECIPROCATING DRILL, FOR WOOD OR METALS.

Sold by Leading Jobbers
throughout the Dominion.

NORTH BROS. MFG. CO.,
Philadelphia, Pa., U. S. A.

Plymouth Twine.



For years it has been the aim to improve and maintain the high standard of "PLYMOUTH," as experience teaches that it pays to make the best. If you handle this **famous** twine once, you will sell no other make.

Prudent People Prefer "Plymouth."

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54 Bay Street, TORONTO.

Galvanized Sheets

"Gordon Crown"

And

"Apollo."

From Stock or Import. Enquiries Solicited.

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164 FENCHURCH ST., E.C.,
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ICE CREAM FREEZERS

The Latest
and Best.

The
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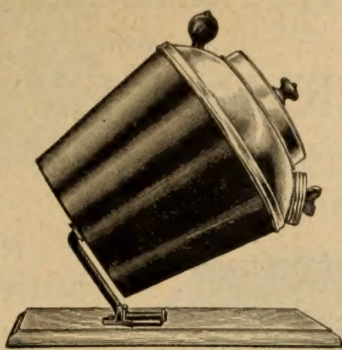
will make cream in two
to five minutes, accord-
ing to quantity.

SIMPLE
PRACTICAL
VERY RAPID
ECONOMICAL

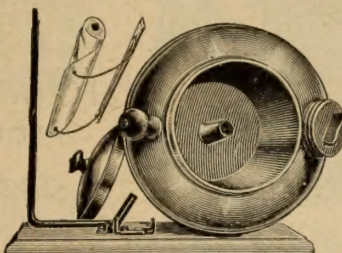
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Prices.

Wood, Vallance & Co., Hamilton, Ont.

Branch House: George D. Wood & Co., Winnipeg, Man.
Toronto Office: 88 York Street—H. T. Eager.



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HAMILTON, ONT.

GEO. D. WOOD & CO.,
Iron Merchants

Importers of British and Foreign

HARDWARE.

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CORDAGE . .

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
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"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
Orders will not be accepted for second quality or "mixed" goods.

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Celebrated P. & B.

Cold Storage Lining

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.. Ruberoid Roofing ..

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.

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Incorporated
1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,340,000.00
Annual Income - 2,290,000.00

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ECONOMY GASOLINE STOVES

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QUICK-BAKER OVENS

are especially well adapted for baking, ironing, etc., in summer, and always give perfect satisfaction.



The Quick-Baker oven is adapted for use on gas, gasoline, or coal oil stoves.

THE TRADE CAN MAKE MONEY HANDLING THESE GOODS. WRITE FOR PRICES.

No Dust. No Dirt.

No Ashes. No Waste.

No Discomfort.

10 pounds bread baked
for 1 cent.

8 dozen biscuits baked
for 1 cent.

The Cannom Stove & Oven Co., Limited
197 King St., LONDON, ONT.

THE AUER GASOLINE LAMP

100 CANDLE-POWER.

**SATISFACTION GUARANTEED OR
MONEY REFUNDED.**

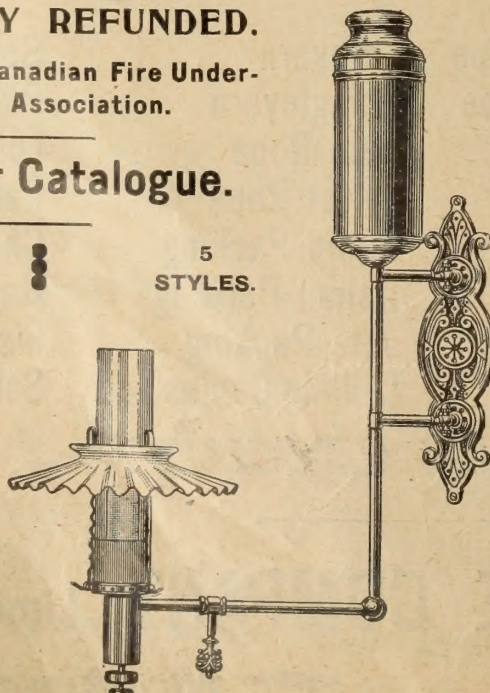
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Send for Catalogue.

NO. 5
PRICE \$7.00.

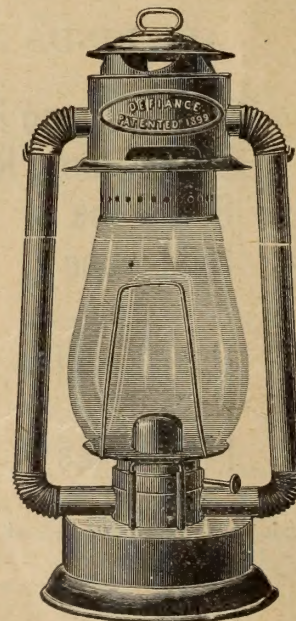
5
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**AUER
LIGHT
CO.,
MONTREAL.**



...Defiance

Cold Blast Lantern



With **Patent Fluted Plate**, by which the air is admitted so as to come in contact with the Globe, so tending to keep it cool.

**Sold by Leading
Jobbers.**

Manufactured by _____

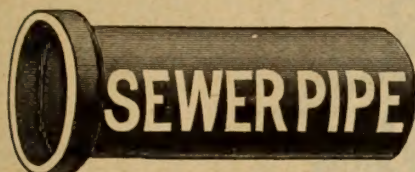
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Belleville, Ontario.

*Standard Paint & Varnish Works.
Limited
Makers of High Grade
Varnishes, Japans,
Paints, Colors & Enamels.
Windsor, Ont.*

.. FULL STOCK ..

Salt Glazed Vitrified



**Double Strength Culvert Pipe
a Specialty.**

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

It Won't Peel or Rub off.

Church's Alabastine for the walls and ceilings of your rooms is **absolutely permanent**. It won't peel and you cannot rub it off. Wall papers often contain poisonous matter, and Kalsomines decay, but Alabastine grows harder with age.

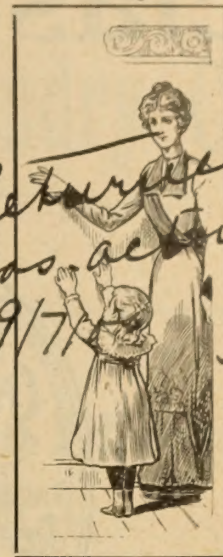
You can apply it yourself if you do not wish to employ a painter. Cold water and a brush and a little care and skill is all that is needed. Ask your dealer to show you the card of sixteen beautiful tints (and white). It is never sold in bulk. Church's

Alabastine For Walls.

Free to anyone that will mention this paper a forty-five page book (The Decorator's Aid). It gives valuable information about wall and ceiling decorating.

The Alabastine Co., Limited,
Paris, Ontario.

Trade in the Northwest supplied by
G. F. Stephens & Co., - Winnipeg, Man.
Vancouver Hardware Co., Vancouver, B.C.



DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA

"MAXWELL FAVORITE CHURN"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

WHEELBARROWS.

In Four different sizes.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.



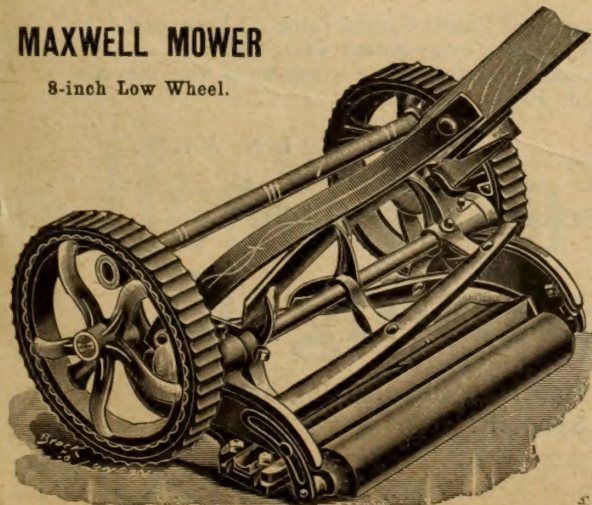
Steel Frame Churn.



Wood Frame Churn.

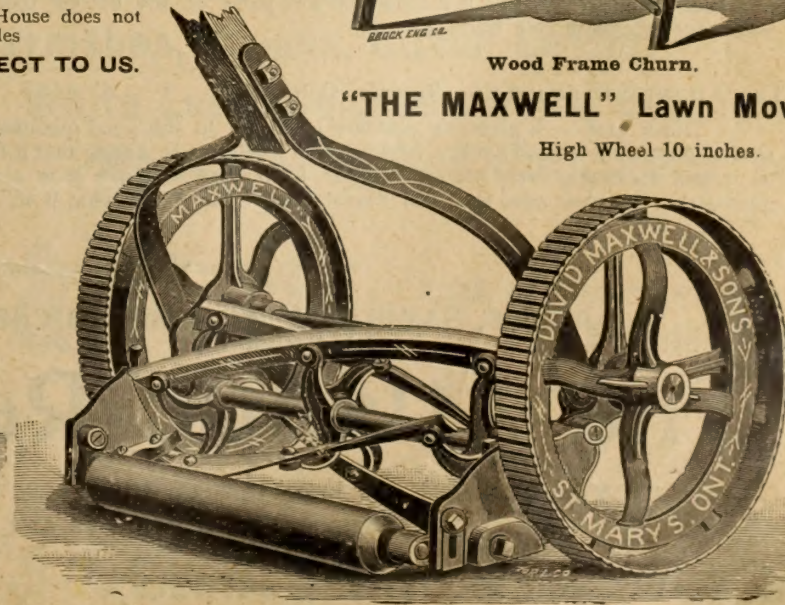
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8-inch Low Wheel.



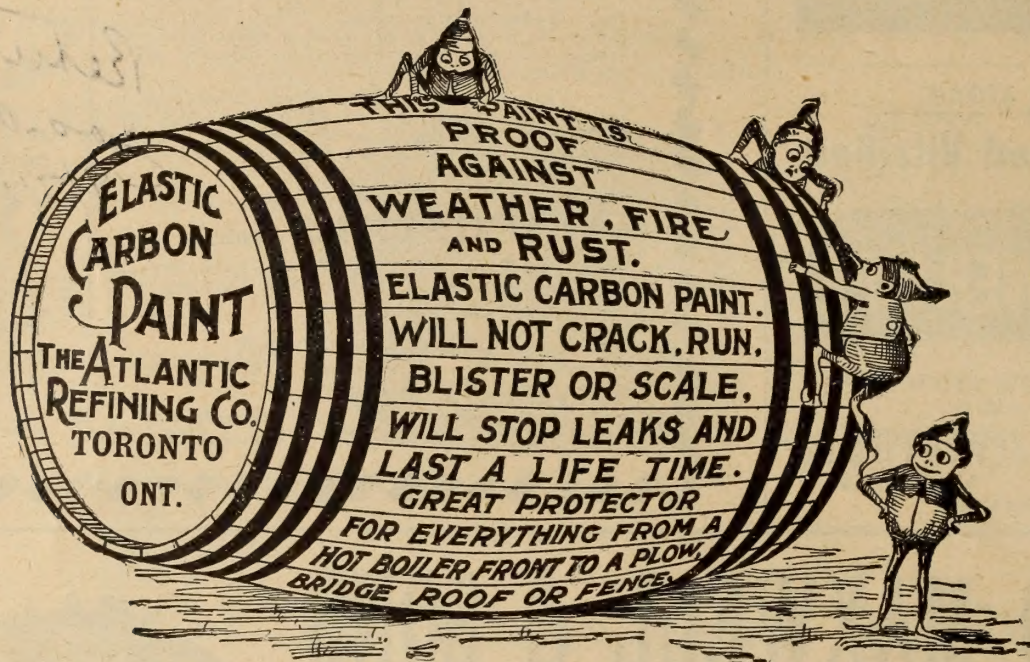
"THE MAXWELL" Lawn Mower

High Wheel 10 inches.



Elastic Carbon Paint

A BIG THING, LOOK INTO IT.



We are shipping large quantities of this Paint all over the Dominion, and are daily receiving many repeat orders and voluntary testimonials similar to the ones below :

THE ATLANTIC REFINING Co., Toronto, Ont.

MARMORA, June 19, 1900.

DEAR SIRs :—I some time ago purchased from you a quantity of your Elastic Carbon Paint, and am pleased to say that its use has been quite satisfactory and proved to be all that you claimed for it. I used it on a galvanized iron roof that had been leaking for years, and our tinsmith could not find the leaks. I then painted it with Oxide of Iron, which proved but of little use. I then used Coal Tar with no better results, and last Fall I put on two coats of your Elastic Carbon Paint, according to directions, and it has been perfectly tight ever since.

Yours truly,

J. W. PEARCE.

THE ATLANTIC REFINING Co., Toronto, Ont.

TRENTON, June 27, 1900.

DEAR SIRs :—We have handled your Elastic Carbon Paint for some time and have given it some severe tests on old roofs, and in all our experience in roofing paints, it far excels anything we have ever used for Canvas Covers, Buggy Tops, and Iron Bridges. We find it will outwear any paint on the market that has ever come within our observation. Wishing you every success in your trade, we are,

Yours truly,

COLBOURN & WILLIAMSON.

THE ATLANTIC REFINING Co., Toronto, Ont.

PICTON, May 31, 1900.

DEAR SIRs :—It gives me pleasure to testify to the good qualities of your Elastic Carbon Paint. I have used it on several old tin roofs in this place, and have no hesitation in stating that it is just what every person wants for an old tin roof, or, in fact, for nearly every kind of a roof. In this day and age it is almost impossible to get goods up to what they are guaranteed, but none need fear your Elastic Carbon Paint, but what it will do all you claim for it.

Yours truly,

I. N. WAITE.

PRICES, SAMPLES AND ESTIMATES CHEERFULLY FURNISHED.

Made Only By...

The Atlantic Refining Co.

Manufacturers and Importers of High-Grade American Illuminating and Lubricating Oils, Greases and Specialties.

Cor. Jarvis and Esplanade Streets,

TORONTO, ONT.

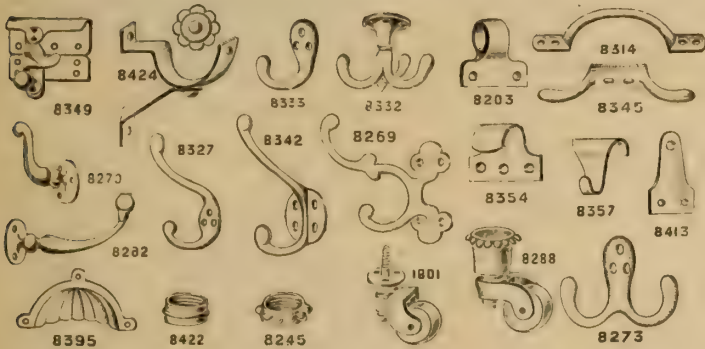
MOORE BROS.

LIMITED.

REGISTERED



TRADE MARK.

**BRASS AND IRON
FOUNDERS****BIRMINGHAM, ENGLAND.**

The original and sole manufacturers of the M.B. patent finished electro-brassed goods. Note the "Beehive" trade mark, and beware of imitations.

All goods put up in cardboard boxes.

Samples or illustrated lists free on application.

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Toronto Foundry Co.

LIMITED

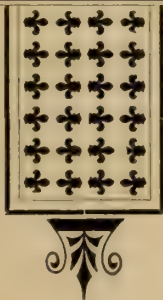
Manufacturers of

**Soil Pipe and Fittings
Sinks and
Boiler Stands**

Telephone 5335.

TORONTO

THE SPRING TRADE



To secure thoroughly reliable goods send
your orders for

**Ready-Mixed House and Floor Paints,
Varnishes, Japans, Coach Colors,
White Lead, Colored Paints, Enamels,
Wood Stains, Wall Tints, Putty, etc.**

To Henderson & Potts,NOVA SCOTIA PAINT AND
VARNISH WORKS,

HALIFAX, and 747 Craig St., MONTREAL.

Sole Agents for the
Dominion for**Brandram's Celebrated White Lead.**

EVERY HEATING QUESTION Satisfactorily solved, by
using one of our...

STEAM BOILERS WITH OXFORD RADIATORS

Made either for Hot Water or Steam. They offer a range of capacity to suit buildings of all classes and sizes.

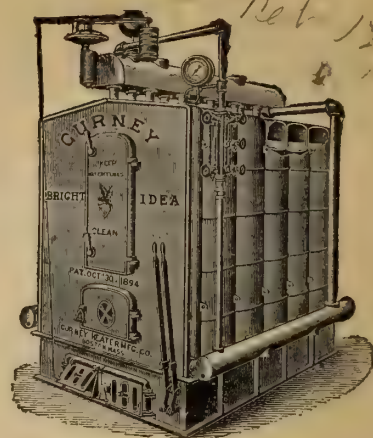
BRIGHT IDEA Safety Water Tube Boilers are unequalled for large work—they are made in 8 sizes—use almost any kind of fuel—have small castings—an enormous heating surface—and are preeminent for durable efficiency.

DORIC BOILERS are seamless—made from one single cored casting, without joints—in 7 sizes—use any kind of fuel, and give unvarying economical satisfaction.

OXFORD BOILERS for hard or soft coal—are made in 11 sizes—are extra economical with fuel, and have mechanical features of highest improved excellence.

Catalogues, prices, and fullest information on application.

We are now prepared to give estimates on all kinds of Steam Fittings—let us have your specifications.



Bright Idea Steam Boiler.

THE GURNEY FOUNDRY CO., Limited

TORONTO

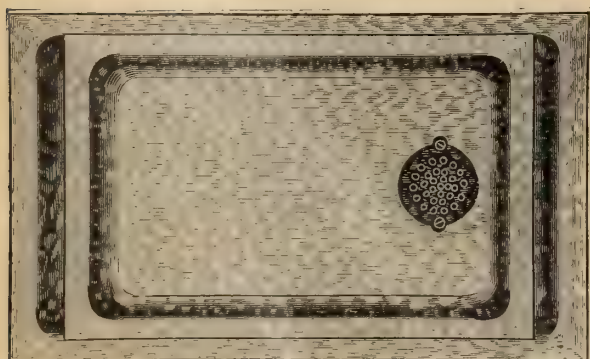
WINNIPEG

VANCOUVER

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

KEMP'S STEEL SINKS

Are stamped from Cold Sheet Steel and are Unbreakable.



They are strong, yet light, which means that you will have less freight to pay on them than on the heavy cumbersome cast sinks. Every one is neatly and smoothly finished. They are provided with strainers and connections with brass bolts, which cannot rust out. They are made in three styles of finish:

PAINTED, GALVANIZED AND ENAMELED.

3 Sizes { 16 x 24 Inch.
 { 18 x 30 "
 { 18 x 36 "

WE WILL BE PLEASED TO NAME YOU PRICES.

Kemp Manufacturing Co., Toronto,
Canada.



President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

TRADE MARK ON CANADIAN MANUFACTURED GOODS.

AT the annual convention of the National Association of Master Plumbers and Steamfitters of Canada, held in Montreal last week, President Harris urged Canadian manufacturers to place a trade mark on their products.

A few already do put a trade mark on their products, but the vast majority do not.

There are, therefore, a large number of manufacturers to whom Mr. Harris' suggestion can be submitted for consideration. And it is to be hoped they will give it the consideration it deserves.

The suggestion was born of no empty

desire. It was born of a desire to handle the product of Canadian factories in preference to that of any other country.

An article that is worth making is worth making well, and an article that is well made should certainly bear a trade mark that will distinguish it from the product of another factory, either domestic or foreign.

A trade mark, like the Government stamp on a coin, is a guarantee of its goodness.

There are firms to-day in Great Britain who have been in business for two and three hundred years whose trade mark is the medium that sells their goods. And in the competition that they are meeting with to-day their policy is not to directly advertise their goods, but to advertise their trade mark—to impress it upon the people so that they, when purchasing, will look for that firm's particular mark.

Where there are so many firm names, and often so many of them near alike, there is apt to be confusion or misunderstanding, but with trade marks it is different. People, as a rule, remember trade marks.

The question of trade marks is well worth the consideration of the Canadian Manufacturers' Association.

SITUATION IN PARIS GREEN.

After being sluggish for some time the trade for paris green has been suddenly galvanized into life by the invasion of the potato bug, which is appearing in some districts in overwhelming numbers, and the demand for paris green is almost unprecedented.

As the "visible supply" of this insecticide is somewhat limited quotations are now

much firmer, and it is reasonable to anticipate that prices will be higher before a great while.

A SCHEME TO CATCH FISH AND ATTRACT VISITORS.

LAKE Maskinonge, in the Province of Quebec, affords excellent maskinonge fishing, as its name naturally implies. This fact the citizens of St. Gabriel de Brandon, which is situated on the shores of that lake, are making a special and somewhat unique effort to have better known. They have decided to offer four prizes for the largest maskinonge caught between July 1 and September 30. The prizes range from \$20 to \$5, and, while the contest is confined to residents of Montreal, citizens of all cities and countries, too, are invited to come and fish.

The citizens of St. Gabriel de Brandon are to be commended for their enterprise. But, their action should be not without interest to the citizens of other towns in Canada.

There may be, perhaps, but few towns or villages in Canada which are as favorably situated as St. Gabriel de Brandon as far as maskinonge fishing is concerned, but there are a great many others which afford just as good, and to some people, no doubt, still greater attractions to sportsmen and tourists. The difficulty, however, is that even as little effort as the people of St. Gabriel are exercising has not been called into play.

Local attractions bring visitors and visitors bring money, while the merchants sell their goods and enjoy the profits resulting therefrom. The lesson to business men is obvious.

EFFICIENT SANITARY LAWS WANTED.

ONE of the subjects that came in for a great deal of attention at the recent convention, in Montreal, of the National Association of Master Plumbers and Steamfitters of Canada, was that of efficient laws for the regulation of plumbing in order that the public health may be properly safeguarded.

It is not a great many years since plumbing was plumbing all the world over. Those who coupled bad plumbing with bad health were few, and those who considered plumbing as a sanitary science were fewer still.

Of course, now everybody who thinks or reads knows that the health of whole communities, let alone that of individuals, depends a great deal upon the character of the plumbing. Bad plumbing in one dwelling is quite equal to the task of making certain diseases epidemic.

But, while this knowledge is so general that no sensible man ever questions it, the laws for the prevention of unsanitary plumbing are still comparatively crude, and even the validity of some that we have are decidedly in question. For instance, in Ottawa an agitation has been going on for years for the creation of an efficient by-law for the regulation of plumbing. A few months ago it was thought the desideratum had been secured, but the city solicitor of that municipality is out with a letter to the effect that the by-law recently passed is ultra vires. "The section," he says, "of the Municipal Act which authorizes the passing of a by-law by council for the licensing and regulation of plumbers only has the effect of conferring on council authority to make such regulations as will prevent unqualified persons from working at the trade, but does not extend so far as to permit council to pass by-laws regulating the construction of buildings."

It is evident to even the veriest tyro in sanitary science that a law which allows a municipality to go no farther than to create a by-law to "prevent unqualified persons from working at the trade" is not a sufficient guarantee for buildings being put in a proper sanitary condition.

It is to be regretted that the National Association of Master Plumbers had not

more time at its disposal to go more thoroughly into this question of more efficient sanitary laws, so that a vigorous campaign might have been carried on between this and the next convention. In the meantime, the executive committee should try and secure an opinion from the best legal authority procurable as to the respective powers of the Provincial Legislature and of the Dominion Parliament to enact laws of the kind desired, and then agitate until the same are secured.

IMPROVEMENTS IN TELEPHONES.

We are repeatedly receiving information from European continental countries regarding the cheapening of telephone rates there. This cheapening of rates does not, however, appear to retard improvements in the systems. On the contrary, they are evidently an incentive to devising improvements.

In a recent report to his Government at Washington, the United States consul at Munich, Germany, gives a brief outline of an interesting improvement in that country.

By this improvement it is possible to retain the spoken word and to repeat it as freely as desired; to use the same wire for simultaneous conversation by different parties; to repeat the same conversation at various points, and to strengthen the sounds so as to make the long distance telephones operate with better results.

In Canada our telephone rates are increasing but no improvements are being made in the system, as those who find it necessary to use the telephone for business purposes know to their cost.

ROOM FOR THE PERSEVERING.

If genius as ordinarily understood was the necessary qualification for success in life, those to whom success were possible would be few indeed.

But success is not dependent on genius. It is dependent upon perseverance.

Genius a man can do without and be successful; but perseverance he cannot.

No man, therefore, should be discouraged because he is not a genius. If he has perseverance coupled with common sense he is sure to have a successful career.

Let him aim at the vocation for which he is best adapted, and success will come just

as certain as to-morrow's sunrise. Perseverance that is practised under all circumstances is like the mountain stream—always going ahead.

IRON PIPE PRICES PATCHED UP.

THE unsatisfactory condition of the iron pipe trade in Canada has been referred to from time to time by **HARDWARE AND METAL** during the last month or two. It now looks as if a turn for the better has been taken.

The cause of the trouble was largely due to the heavy stocks carried by the wholesale dealers, and the desire of the latter to unload, in the doing of which prices were cut to a figure even below that quoted by the manufacturers.

For instance, where the manufacturer's price for 1-inch black pipe was \$5.50 per 100 feet, some of the jobbers have sold as low as \$5 per 100 feet. Of course, this could not go on for a great while; and the end appears to have been at last reached.

For several weeks an effort has been made to bring the jobbers together. Last week the effort proved successful, and the result is the abolition of the net list and the inauguration of a system of discounts.

The discounts on black pipe are as follows: $\frac{1}{4}$ to $\frac{3}{8}$ inch, 40 per cent.; $\frac{1}{2}$ inch, 60 per cent.; $\frac{3}{4}$ to 2 inch, 66 $\frac{2}{3}$ per cent., and larger sizes, 50 and 5 per cent.

On galvanized pipe the discounts are as follows: $\frac{1}{2}$ inch, 40 per cent., and $\frac{3}{4}$ to 2 inch, 50 per cent.

These prices are all for carlots f.o.b. Montreal. For small lots, 10 per cent. additional must be added.

It is the opinion among the trade that there will be an advance in these figures before a great while, particularly in view of the fact that the United States manufacturers of iron pipe have withdrawn from the Canadian market.

Then the price of pipe in the United States is much higher than that in Canada, even under the new discounts. For instance, according to the figuring of a well-known dealer, inch pipe would cost the Canadian buyer in carload lots \$8.46, while the same sized pipe can be bought from the Canadian jobber at equal to \$5.50 per 100 feet.

With the improvement in prices has also come a slight improvement in the demand, although the volume of business is yet by no means large.



The Master Plumbers and Steamfitters of Canada.

Annual Meeting of the National Association in Montreal.
A Report of the Proceedings.

THE fifth annual convention of the National Association of Master Plumbers, Gas, Steam and Hot-water Fitters' of the Dominion of Canada was opened in Montreal on June 27, and was continued during the two following days.

It is the second time the convention has been held in Montreal, the organization meeting having been held there in 1896. The second convention was held in Toronto, the third in Quebec, the fourth in Ottawa, and now the fifth in Montreal.

Business began on the morning of the 27th, but it was confined to the transactions of the executive committee. The convention proper opened in the afternoon at St. Joseph's Hall, St. Catherine street.

Owing to the executive being in session for the purpose of closing up some business for presentation to the convention, it was 3.15 p.m. before President Harris ascended the platform and took the chair.

THE PRESIDENT'S WELCOME.

"Well, gentlemen," he said, as he struck the desk, "I have great pleasure in opening this fifth annual convention. As president of this association I welcome my brethren and hope the work which is going to be done by this convention will be of great benefit to all members, and, I may state, to all plumbers throughout the Dominion, and that all the work may prove to our confreres that we are not here for fun, but for business. We mean to do business. If there is any time after business for pleasure we will have it. But business first and pleasure afterwards. I invite you to do as much work as you possibly can and in the best way you can." (Applause.)

Mr. John Watson, Montreal: "Mr. President, I move that you be instructed to appoint a committee on credentials."

President Harris: "The first business, I think, Mr. Provincial Vice-President, is the appointment of a sergeant-at arms. I have much pleasure in appointing Mr. F. Bonhomme, Montreal, sergeant-at-arms."

On motion of Messrs. John Watson, of Montreal, and Mr. Frank Powers, of Lunenburg, N.S., the president was instructed to appoint a committee on credentials.

President Harris: "I will appoint Messrs. John McKinley, of Ottawa, Frank Powers, Lunenburg, N.S., and R. Ross, of Toronto, a committee on credentials."

A PRO TEM. VICE PRESIDENT.

Mr. Joseph Wright: "Mr. President, while we are waiting for the committee on credentials to report, I will move that Mr. W. H. Meredith be appointed vice-president pro tem. in absence of the vice-president, Mr. Mansell, who is unable to attend the convention."

Mr. H. A. Knox seconded the motion, which was carried.

Someone suggested a speech. Mr. Meredith smiled and bowed, but would not speak.

THE OLDEST PLUMBER.

President Harris: "If the meeting will allow me, I will take much pleasure in inviting Mr. John Date, the oldest plumber in Montreal, if not in the Dominion, to a seat on the platform at my right hand."

Amid much applause, Mr. Date took a seat on the platform.

The President: "Mr. Date is one of our first members, and has done much to advance the interests of this association."

Mr. Date: "No flattery, Mr. President."

Mr. Date has been in Montreal for 56 years.

Mr. Meredith pointed out that only such associations can be represented by delegates as have paid their per capita tax.

OFFICERS AND DELEGATES PRESENT.

Mr. Frank Powers presented the report of the committee on credentials, showing the following officers and delegates present:

President—J. W. Harris, Montreal.
 Vice-President (pro tem.)—W. H. Meredith, Toronto.
 Secretary—P. C. Ogilvie, Montreal.
 Treasurer—W. H. Meredith, Toronto.
 Vice-President of Ontario—H. A. Knox, Ottawa.
 Vice-President of Quebec—John Watson, Montreal.
 Vice-President of Manitoba—R. Ross, Toronto.
 Vice-President of British Columbia—Joseph Wright, Toronto.
 Vice-President of Nova Scotia and New Brunswick—Frank Powers, Lunenburg, N.S.
 Toronto—W. J. McGuire.
 Ottawa—J. McKinley, F. G. Johnston and H. Normand.
 Montreal—James A. Giroux, G. C. Denman, J. A. Sadler, Joseph Gibeau, Thos. Moll, J. W. Hughes and Joseph Lamarche.
 Windsor—P. C. Ogilvie.
 Halifax—Frank S. Power and John McFatridge.

On motion of Messrs. Meredith and Wright, the report was received.

Messrs. A. Purdy and W. Mashinter were to have been in attendance as delegates from Toronto, but they were prevented at the last moment from being present.

COMMITTEE ON RESOLUTIONS.

President Harris: "I would suggest that someone move that a committee be appointed on resolutions."

Messrs. H. A. Knox and James A. Sadler moved and seconded the desired motion, which was carried.

The president appointed Messrs. Joseph Wright, Joseph Giroux and Frank Powers as the committee.

A member having asked about the minutes of the last convention, they were, on motion, taken as read, they having been printed in the annual report, a copy of which had been sent to every member.

Mr. F. Powers, of Lunenburg, having been appointed on two committees, thought it might conflict with business.

"Never mind," ventured Mr. Meredith, "as long as it does not inflict." This created laughter, and Mr. Powers smiled and said no more.

A letter was read from the Windsor, Ont., association, reporting a membership of eight every one of whom regularly attended the meetings of the local association. The secretary regretted that the association would be unable to send delegates to the convention.

A letter from Mr. W. Mansell, of the Toronto association, reported that the members of the association were not taking as much interest in the affairs of that body as desired.

AN ASSOCIATION AT HAMILTON.

The master plumbers of Hamilton have formed an association, and a letter was read from Secretary W. D. Smith giving the list of membership as follows: A. Clark, J. Stewart, W. J. Walsh, H. Harding, A. G. Miles, S. Mellon, J. F. Cummings, J. S. Kennedy, W. D. Smith, A. Rodgers, G. Stevenson and J. Ellicott. Pressure of business; it was reported, made it impossible to send delegates to the convention.

SICK MEMBERS.

The illness of Messrs. P. J. Capill, of Montreal, and W. Mansell, of Toronto, having been reported, resolutions of regret were passed unanimously.



President W. H. Meredith.

THE QUESTION OF SANITATION.

AN INTERESTING REPORT IN REGARD THERETO
 READ BY J. W. HUGHES.

Your sanitary committee for the past year respectfully report, as largely the result of the efforts of our association, an increasing interest in sanitary matters generally, and especially in those departments pertaining to and closely allied with our business.

A BETTER CLASS OF GOODS

is being bought by the general public, and this demand has stimulated the manufacturers and wholesale dealers who are now making and carrying in stock fixtures and materials not generally to be found in the market at the time of the inauguration of our association, and we feel confident that the end has not yet been reached, but, that good as the work and materials are to-day, as compared with the recent past, better and more expensive materials will be in demand in the future, resulting in greater comfort and

BETTER HEALTH

to the general public, and, we hope, financial results to our members that shall be in proportion to the amount of skill and knowledge required in the

carrying on of an up-to-date plumbing business, which they have not been in the past.

Our responsibilities are ever increasing, more is being demanded of us from day to day in the way of technical knowledge, in addition to mechanical skill, and it is only by constant application and study that our members are enabled to keep pace with the demand of

SANITARY SCIENCE

as applied to our business. We are pleased to report that a number of towns have, during the past year, taken up the

QUESTION OF A PLUMBING BY-LAW

and regret that some of our older cities are still content to plod along in the old time, go-as-you-please rut.

We consider that it is quite within the province of our Dominion Legislature to pass a general plumbing law, that would, in its general principles, apply to all populous communities. This is certainly a matter closely affecting public health, and the placing of such a law on the statute books could not fail in producing beneficial results.

The report was received with applause, and, on motion of Messrs. Meredith and Normand, was referred to the committee on resolutions for consideration.

Mr. Hughes had retired from the room, and, on his return, asked what it was proposed to do with the report of the Committee on Sanitation as read by him. On being told that it had been referred to the committee on resolutions, he expressed the opinion that it would be more advisable to submit it to a special committee, especially that portion asking for the Dominion Parliament to pass a general law. It was necessary there should be some legislation more clearly defining the powers of the municipalities in such matters. It has been recently declared, for instance, that the city of Ottawa had no power to pass the by-law which it was now proposed to enforce there. "If it is beyond the power of Ottawa, it is beyond the power of Toronto and other cities in Ontario to pass such a by-law regulating plumbing work," declared Mr. Hughes.

Mr. Hughes was then handed, by Mr. John McKinley, of Ottawa, a copy of the following letter, written by Mr. McVeity, city solicitor of Ottawa:

The council has no authority to pass such a by-law. The section of the Municipal Act which authorizes the passing of a by-law by council for the licensing and regulating of plumbers only has the effect of conferring on council authority to make such regulations as will prevent unqualified persons from working at the trade, but does not extend so far as to permit council to pass by-laws regulating the construction of buildings. The by-law recommended for adoption by the board of examiners goes to that length and is altogether beyond the powers of council. The report also recommends licensing and regulating of drain-layers. There is no authority for this, and no by-law to this effect can be passed.

President Harris: "Here in Quebec, or, rather, in Montreal, we are in a better position than you are in Ontario in regard to this matter. In the new charter the law has been so amended by the Provincial Government as to give authority to the city to pass a by-law regulating plumbing and building construction in general. In Ontario

you have not the power to do this, and before you have the power it would be necessary to secure power as has been done in this Province. Of course, if a Dominion law could be passed it would be better. It strikes me there is a growing opinion along these lines. Mr. Hughes refers to the subject in his report; Mr. Powers has something in his report and I have something in mine."

Mr. John Watson thought the report of the committee on sanitation should go first to the committee on resolutions and then, if necessary, to a special committee.

Mr. Hughes: "I know we cannot go to the Dominion Parliament and ask them to pass a plumbing by-law. It is beyond their power to pass such a thing, but the Dominion Parliament has the power to pass a law dealing with the question of public health, and that is what we want."

The matter was allowed to drop and the report went on to the committee on resolutions.

THE PRESIDENT'S REPORT.

QUESTIONS AND SUGGESTIONS OF VITAL IMPORTANCE TO MASTER PLUMBERS.

In accordance with the custom of the National Association of Master Plumbers, I herewith submit my humble report.

This, being the fifth year of our organization, I may state that we are a very young association, and we cannot expect to be as prosperous as we would like to be.

Many associations of the same nature as ours, after five years' work, were still in the cradle, but I am glad to say that we are out of the cradle and walking remarkably well.

During the past year, I have had news from the different local associations, and, as a whole, they are doing well. Some of them succeeded in getting supply houses to sell goods to members of the association only, the result being that the master plumbers who did not belong to the association were very glad to join, and both the wholesalers and plumbers are deriving great benefit from the same.

This leads me to a suggestion which I think should be taken up at this convention. That is, to have an interview, or conference, with the jobbers and manufacturers, to see if we could not get some special protection for the members of our association. This rule works well in the United States, and the result would be the same here.

The greatest objection from jobbers and manufacturers would be that they could not very well refuse to sell those who are not members. This objection would soon disappear if members of our association were getting better protection from the trade than plumbers who are not members, and within six months every master plumber throughout Canada would become a member of our association.

To enable the wholesale trade to act in this way, we would have to supply each of them with a list of bona fide plumbers, and, about every six months, send them a supplementary sheet with all changes that have taken place during the six previous months.

In return, we would agree, everything being

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makes big business wherever it is introduced are:

Good advertising to attract trade.

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Back of these stand the thorough, progressive methods of The Sherwin-Williams Co. Our interest in the paint does not end when we have placed it on your shelves. We stand with it every minute of the time, ready to help you in its sale, ready to put special work wherever it is needed in order to land customers.

If you want to see one example of the turn our constant interest takes, send for a copy of "The S.-W.P."—a magazine for S.-W.P. dealers.



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equal, to limit our purchases to Canadian manufacturers and jobbers. To help in this direction, the manufacturers should have a trade mark on all their goods, so that we will be able to know whose material we are handling.

During the past year, we had a few complaints, which were settled to the satisfaction of all parties concerned.

Generally speaking, the trade has treated us on pretty fair grounds for the last 12 months. There is one question, though, that I wish to bring up and have settled at this convention, one way or the other. It appears that the association of boiler manufacturers will have nothing to do with us whatever. They would not even send delegates to our convention to discuss certain things of importance. As a matter of fact, they refused to send representatives to Ottawa last year, and I am strongly inclined to believe that they will do the same this year. If they do, I think that immediate action should be taken to settle this very serious question.

During my term of office I have had the pleasure of seeing the master plumbers of one of the principal cities of the Dominion, that is Hamilton, form an association, and every master plumber of that city but one is a member. The Hamilton and Halifax associations are doing remarkably well. A couple of other local associations did not seem to have as much life, but they will, I am sure, follow the example of those which are doing much bet-

ter. Let us always remember that in union there is strength, and our association will be as powerful as the British flag. Let us educate our members in the way of protecting the public in giving them good work. Let us have in our association nothing but men who understand that we have to reduce the work of doctors, by preventing disease, by giving the public the very best sanitary plumbing.

To carry out the above principles, we are not unreasonable when we ask the wholesale dealers and the public at large a fair remuneration for the efforts we are putting forth in the interests of all.

Since a certain time, associations have been, and are being, formed in several cities by the journey-men plumbers. Their rules and regulations have been presented to the Master Plumbers' Association for approval and suggestions. Conference committees have also been formed to discuss matters of interest to both associations. This shows the



Grand Trunk Victoria Jubilee Bridge, Montreal.

harmony existing between the two corporations and the great benefit that can be derived therefrom.

Plumbing by-laws in the different towns and cities should not be neglected. Since our association has been in existence different cities have benefited to a great extent by the work done by the different local associations.

Plumbing regulations have been drafted by the Plumbers' Association, and, after a few small changes were made by the councils, they were adopted. In other places, plumbing by-laws submitted by the plumbers' associations are under consideration by the respective city councils.

I would be in favor of what I may call a Federal plumbing by-law which would regulate plumbing throughout the Dominion of Canada, but in the meantime each local association must do its best to get proper by-laws in their respective cities.

In the name of the National Association, I wish to thank the members of the press in general, and more particularly the trade papers, for what they have done for our association. I must also thank the members of this association for the great honor they have conferred on me by electing me president of this important body. It may be I have not done as much as I should have, but whatever I have done was in the interest of all parties concerned.

I feel very proud in presiding at the fifth annual convention in the great commercial metropolis of Canada, and I hope that our deliberations may result in profitable work for us all.

J. H. HARRIS,
President.

On motion of Messrs. McKinley and Sadler, the report of the president was received and referred to the committee on resolutions for consideration.

NOVA SCOTIA AND NEW BRUNSWICK

A BANNER YEAR FOR THE PLUMBING TRADE OF THE MARITIME PROVINCES.

As vice-president of Nova Scotia and New Brunswick, I respectfully submit my report for the year ending June 30, 1900.

The past year, I am happy to say, has been

A BANNER YEAR

for the plumbing trade in the Lower Provinces, but the members of The National Association of Master Plumbers are beginning to feel the direct benefits derived from their connection with the association. I am sorry to say there are still a number of master plumbers who hold aloof and see no good in the association, but it is to be hoped that time will soon soften their prejudices and that self-interest will compel them to fall into line.

The Halifax master plumbers had some

TROUBLE WITH THEIR MEN,

which resulted in a general strike. No arrangements satisfactory to both parties have as yet been agreed upon, but it is hoped that an amicable settlement will be reached at an early date.

The Board of Health of Halifax city has passed

A NEW REGULATION

compelling all master plumbers doing business in that city to pass an examination, and qualify as journeymen plumbers. The action of the master plumbers in claiming the right to do their own work during the strike is responsible for the new rule. The law is a good one, and should be

A DOMINION REGULATION,

and I would suggest that the National Association take the matter in hand, and, if possible, have the law apply to the whole Dominion.

We had one or two cases of wholesale dealers

selling to consumers through wholesale hardware firms, the modus operandi being to sell to the hardware firm and the hardwareman to sell his customers direct. On bringing the matter to the attention of the supply houses, they pleaded ignorance, but I am happy to say it was

PROMPTLY ADJUSTED

to the satisfaction of all concerned.

The Halifax association, which includes Prince

Edward Island plumbers, is in good condition and doing excellent work. The meetings are well attended and very interesting. The president, George H. Perrier, and the local executive deserve great credit for the interest they have shown and the success which has attended their efforts.

In closing I wish to call your attention to the

MANY MISTAKES

made in estimating and contracting, caused in

Major Taylor

CHAMPION OF THE WORLD

Rides an Iver Johnson Bicycle.

On June 30th at Manhattan Beach Track he defeated Frank Kramer in a special match race of one mile, winning two straight heats.

Watch Him Win.

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GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

"GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"
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GILBERTSON'S TERNEPLATES. "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

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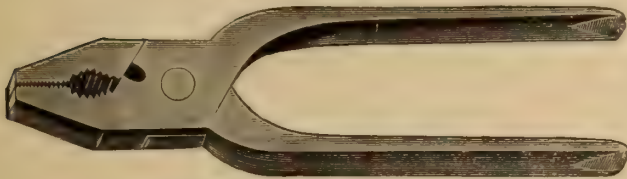
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PLUMBERS' TOOLS.



BROWN'S PIPE TONGS.

No. 1, 1½, 2, 3, 4.
¼ to 1, ¼ to 1, ¼ to 1½, 1 to 2, ½ to 3.



BRIGHT WIRE CUTTERS.

No. C1431, 6 in. long.



"HANDY" STEEL PIPE WRENCHES.

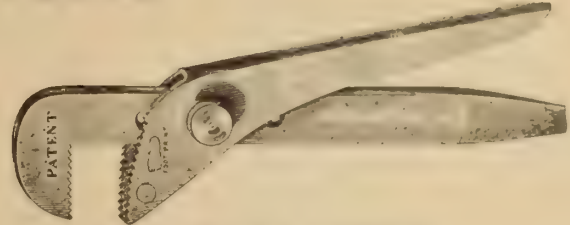
No. 2, 3, 4.
Holds Pipe ¾ to ¾, ¾ to 1½, 1½ to 2 in.



NO. 1 FIRE POTS

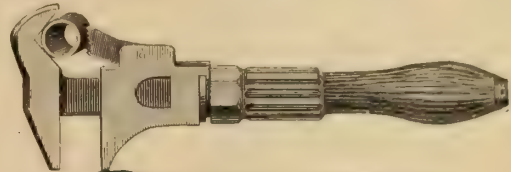


METAL POTS



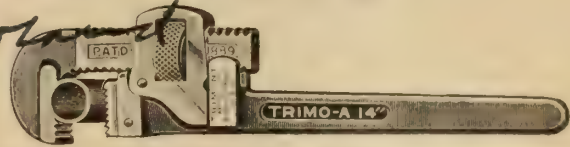
ELLIN'S PIPE WRENCHES.

No. 227, 98, 209, 141.
Hold Pipe 1/16 to 1½, ¼ to 2½, ¾ to 3, ¾ to 3½.



"COMBINATION" WRENCHES.

Long Sleeve Nut.
10, 12, 15, 18 in.



"TRIMMO" PIPE WRENCHES.

Inch 8, 10, 14, 18.
Hold Pipe ½ to ¾, ¾ to 1, ¾ to 1½, ¾ to 2 in.



WROUGHT IRON PIPE.

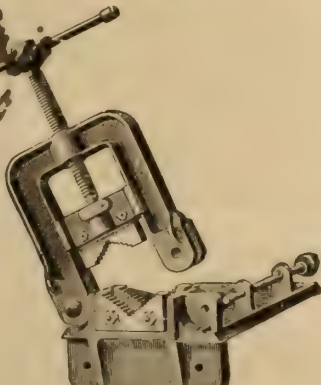
For Steam, Water, or Gas.

Inside Dia. ¼, ¾, 1, 1½, 2 in.



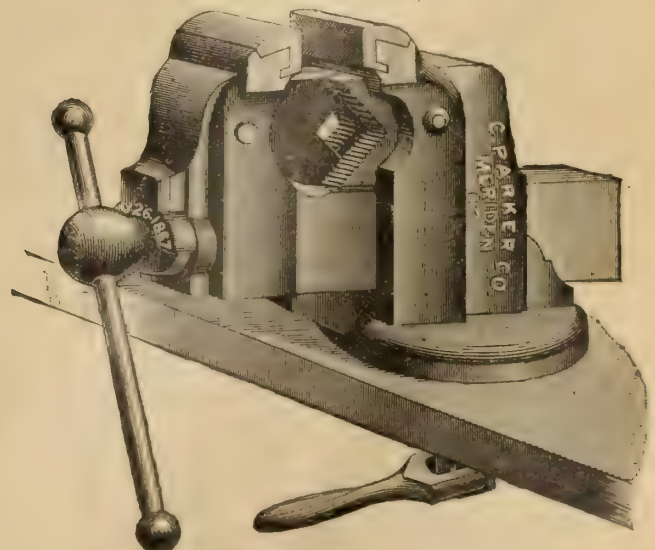
TORCHES.

No. 2—"All Right."
" 6—Combination.



PIPE VISES.

No. 1, 0.
Takes from 1½ to 3, 1½ to 4 in.
No. 15, Hinged.
¾ to 3.



C. PARKER'S "COMBINATION" VICES.

No. 87—4 in. Jaw, Holds Pipe ¾ to 2 in. Weight 41 lb.
" 113—4 in. " " ¾ to 2 in. " 63 lb.
" 115—4½ in. " " ¾ to 2 in. " 85 lb.

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many instances by carelessness and want of system on the part of the master plumbers. This is more serious and causes more losses to the plumbing fraternity than anything else in connection with the business. It also tends to lower the standing of the master plumbers in the eyes of the general public. Therefore, I hope that steps will be taken

a list of addresses of all master plumbers in Montreal; you will find inclosed the list; (by no means all the so-called master plumbers), but, I think, very nearly all who deserve the name of master plumbers, and according to our term as laid down in Toronto resolution. In conclusion, I must say I

DO NOT FEEL SATISFIED

with my work for the past year, although I have given a great deal of my time to association matters, but hope that the incoming officer will push the good work along and make the coming year a banner year for the plumbers. Thanking you for all past honors,

JOHN WATSON,
Provincial Vice-President.

On motion of Messrs. Denman and McGuire, the report was referred to the committee on resolutions.

PROVINCE OF ONTARIO.

REPORT REGARDING THERETO AS SUBMITTED BY PROVINCIAL VICE-PRESIDENT KNOX.

It is not in my power to boast of any event or action that would allow me to say for the Province of Ontario that we are yet actively or sympathetically united as we intend to be. There are a number of corporations in the far west of this Province where the plumbing industry appears to be unknown. Under such a condition, our faith and hope can only be that their passage from darkness to light will take place suddenly, and to keep the light burning, they must organize and associate. Ottawa, Brockville, and Smith's Falls are affiliated. Could not other towns borrow the pattern?

H. A. KNOX.

The report was referred to the committee on resolutions on motion of Messrs. John Watson and J. Gibeau.

REPORT OF THE EXECUTIVE COMMITTEE.

WORK DONE BY THAT COMMITTEE AND ITS SUB DURING THE YEAR.

Your committee have pleasure in submitting their report to the fifth annual convention, held in Montreal, for the year ending June 27, 1900.

As no special business was brought up during the last year, there was no reason for calling together every member of the executive, but the sub-executive, which was composed of the president of the National Association, J. W. Harris, P. Ogilvie, secretary of the association, and J. W. Watson, vice-president of Quebec Province. They met several times to transact whatever business was brought up before them. Their attention was called to

A VERY IMPORTANT SUBJECT

by the Toronto association in reference to affiliating the members of the Hamilton association with that body. The object was to give them certain powers to settle certain difficulties they had with wholesale dealers, and more especially with one master plumber.

We have advised the Hamilton association, through the Toronto association,

TO TRY AND SETTLE

that question in a peaceful way. So far, the question is still unsettled, but we hope it will be arranged in a very short time, and that to the satisfaction of all parties concerned.

We would state in reference to The Bulletin that we would have liked to have continued its publication, so as to keep the different questions of interest

to the plumbers before the different local associations, but, on account of its not being sufficiently patronized, we had

TO SUSPEND ITS PUBLICATION

for an unlimited time.

A PAID SECRETARY.

The question of a paid secretary has come up many times, but, so far, no definite solution has been arrived at, and it would be in the interest of the association to have a paid secretary to do the work properly, and, therefore, your executive recommend to this association the appointment of same.

We have the pleasure of stating that the Hamilton master plumbers have formed an association, and are doing well for the time being.

REPORT OF THE SECRETARY.

MR. P. C. OGILVIE DEALS WITH HIS CORRESPONDENCE AND OTHER MATTERS.

It gives me much pleasure to submit to this convention my report for this year. During the year I have received 82 communications, and I have corresponded with different parties. In all, 97 communications have been sent; also, a considerable amount of printed circulars and the annual report, and beg to thank the officers and members throughout the Dominion for their assistance during the past year. I wish to apologize for not promptly answering some of their letters, but I did not wish to commit myself in any way until I laid them before the sub-executive. Now, gentlemen, I think, as we have a lot of business before us, it would not be in place for me to make a lengthy report, but one thing I think would be a great assistance to the National Association, if the different local associations would notify the secretary of the

NAME AND POST OFFICE ADDRESS

as soon as possible after each election. In this way it will be easy for the secretary of the National Association to reach the different local associations without any unnecessary correspondence. It has happened quite a few times during this last year that I have had to write several letters before I managed to learn who was the secretary therefor, Mr. President.



Treasurer Lamarche.

The following are the local associations that are affiliated with the National Association: Montreal, 52 members; Toronto, 21 members; Halifax, 22



Past President J. W. Harris.

at this convention to devise some means of obviating this difficulty.

FRANK POWERS.

The report was referred to the committee on resolutions.

PROVINCE OF QUEBEC.

PRACTICAL RECOMMENDATIONS BY PROVINCIAL VICE-PRESIDENT WATSON.

As Provincial vice-president for the Province of Quebec, I beg to submit my annual report for the year ending June 27, 1900.

During my term of office my time has been taken up a great deal with our local association, which is the only association in the Province of Quebec. I would have liked very much to have visited several of our cities in this Province, and tried to organize local associations, but it has been impossible for me to spare the time.

In electing your vice-president for the Province of Quebec I would recommend this association to elect a gentleman who can

SPEAK BOTH FRENCH AND ENGLISH,

as I have found a great loss in not being able to speak the French language. However, I feel positive the work of organizing locals will not be properly done until such time as we can afford to employ a regular organizing agent.

THE BULLETIN.

I regret very much that The Bulletin has been discontinued, and wish that some effort will be made at this meeting to again get this paper into circulation.

I would recommend that Article XII. of our Constitution be amended by adding the words "also report any change in officers from time to time." I know that our national secretary has had considerable trouble in finding secretaries' addresses.

I was appointed at our last annual meeting to get

members; St. John, N.B.; Stratford, St. Thomas, Hamilton, Ottawa, 11 members; London, Windsor, 8 members; Quebec, Kingston, Winnipeg, St. Catharines.

It was the intention to hold no evening

PORT OF HALIFAX.



8 o'clock in the rooms of the Liberal Club. There was a fair attendance.

WELCOME TO THE DELEGATES.

After a little routine work, Mr. Joseph A. Giroux, president of the Master Plumbers' Association, of Montreal, gave an address of welcome to the visiting delegates. He spoke as follows:

On this occasion of the fifth annual convention of the National Master Plumbers' Association, it happens that I am president of the Montreal Master Plumbers' Association, and in such capacity it affords me great pleasure to welcome you, gentlemen, members of this association, coming from east, west, north and south, to join this brotherly gathering with the sole object of promoting the interests of our association.

a good and pleasant time while in our city. (Applause.)

President Harris, amid applause, responded in fitting language, on behalf of the National Association, to President Giroux's welcome.

REPORT OF THE COMMITTEE ON RESOLUTIONS.

SOME RECOMMENDATIONS REGARDING THE SEVERAL PAPERS SUBMITTED TO IT.

Your committee advise the adoption of the president's report and that a committee be appointed to wait on the boiler manufacturers and ascertain their grievances, if any, and that a vote of thanks be tendered the president.

Your committee advise the adoption of the secretary's report in full and that a hearty vote of thanks be tendered him.

Your committee recommended the adoption of the report of the president of Ontario as being conformable with the views of this association.



PORT OF MONTREAL.

session, owing to the hall having been rented to other parties for the night. But just as the afternoon session was to close, Ald. Joseph Lamarche, chairman of the local reception committee, offered the association the use of the hall of the Liberal Club at No. 90 St. James street.

President Harris warmly thanked Ald. Lamarche, while Messrs. Meredith and Powers moved that the offer be accepted, and the members concurred.

EVENING SESSION.

The evening session opened shortly after

While among us it will be our pleasure and duty to do our most to make your stay interesting as well as beneficial to our interests as well as those of the general public.

No doubt, during the convention there will be new rules and regulations as well as suggestions presented to the council to study. It will be the duty of all to give such propositions their keenest attention, and, I am sure, that all deliberations will be carried on in such a way as to make the task of the president, as well as all members, an easy and agreeable one. I will now take my seat with the hope that all will have



PORT OF ST. JOHN, N.B.

Your committee have much pleasure in recommending the adoption of the suggestion of Mr. John

Watson, vice-president for Quebec, regarding reporting names of local officers to the National secretary, and hope the association will see its way clear to continue The Bulletin.

The vice-president of Nova Scotia, New Brunswick and Prince Edward Island reports. Your committee recommend the adoption thereof and would advise the association to take steps to get Dominion legislation as suggested by the report.

It is with pleasure that we recommend the sanitary committee's report for the consideration of the association, and that a vote of thanks be extended to them for this important report.

We also recommend the adoption of the executive report.

The recommendation of the committee on resolutions regarding the reports of the president and secretary was adopted without discussion.

The reference to The Bulletin brought Mr. Meredith to his feet. "It is useless," he declared, "for the resolution committee to bring in recommendations of that kind unless it is prepared to offer some suggestions as to how The Bulletin can be run. I move that the clause be struck out. I am speaking from experience. What we want is the cold-blooded dollars." (Laughter.) "If we cannot get the cold dollar, do not let us adopt the recommendation of the committee."

Mr. John Watson: "I certainly quite agree with the remarks of Mr. Meredith. I referred to The Bulletin in my report with the hope that some member would be able to suggest how the paper could be run."

Mr. Meredith: "Mr. President, I would move that the clause in reference to The Bulletin be referred to a committee of three, namely, Messrs. John McKinley, John Watson and Joseph Wright, who shall report at Friday morning's convention."

The motion was seconded by Mr. Moll and carried.

Then, the recommendation of the resolution committee regarding the suggestion of Mr. John Watson, namely, that the words "also report any change in officers from time to time" should be added to Article XII. of the Constitution, was given some consideration.

Mr. Meredith moved the adoption of the recommendation, and, in doing so, urged the delegates, on their return home, to impress the matter upon their respective local associations, for remissness in the past in sending the names of new officers had caused a great deal of inconvenience to the officers of the National Association.

Mr. Frank S. Power, Halifax, seconded the resolution, which was carried.

The clause as amended reads as follows:

All local and Provincial Associations when organized will at once notify the secretary of the National Association, giving the names of its officers and members.

On motion of Messrs. John McKinley

and Sadler the particular clause in the report of the vice-president of Nova Scotia and New Brunswick regarding the desirability of municipalities obtaining power from the Legislature was deputed to the incoming legislative committee for consideration.

The report of the sanitary committee was adopted on motion of Messrs. H. A. Knox, of Ottawa, and Mr. — Gibeau, of Montreal, and the report of the executive committee on motion of Messrs. Meredith and McKinley.

On motion of Messrs. W. H. Meredith and H. A. Knox, Messrs. John McKinley, Ottawa; W. J. McGuire, Toronto; R. Ross, Toronto; J. W. Harris, Montreal; and J. A. Sadler, Montreal, were appointed a committee to confer with the representatives of the manufacturers and of the wholesale supply firms.

NAME OF THE ASSOCIATION.

A brief discussion ensued over a suggestion to change the name of the association, substituting the word "Dominion," for that of "National." The argument advanced in favor of the change being to the effect that the present style led some to think that the association was affiliated with the National Plumbers' Association of the United States.

Mr. Joseph Wright led in the opposition to the change. "If," said he, "you change the name of the association you will incur a great deal of expense. It would cost \$50 or \$60."

Mr. Frank S. Power, of Halifax, thought that the word "National" was good and should be retained. "The association," he declared, "is now getting to be pretty well known."

It was eventually decided to make no change.

PERMANENT PLACES OF MEETING.

A question as to the advisability of permanently having the place of the annual convention alternate between Toronto and Montreal was discussed.

Mr. Frank S. Power: "The place of meeting should be an open one, as we would like you to come to Halifax some time." (Applause.)

Mr. Meredith: "If you ask people to pay their bills they sometimes tell you to go to Halifax." (Laughter.)

The matter dropped.

THE APPRENTICESHIP QUESTION.

Some reference having been made to the question of apprenticeship, Mr. Joseph Wright explained that in Toronto the workmen were trying to do away with apprenticeship. "They insist that we shall have no apprentices," he continued. "And we

have now decided that if a man can do a job without a helper we will not send one. Then, there are some masters who will not take apprentices. They will, however, take helpers. In our own firm if a young man whom we have taken on proves smart we tell him he can stay on. He serves five years, and the wages we pay him are \$2 per week for the first year, \$3 for the second, \$4 for the third, \$5 for the fourth, and \$6 for the fifth."

Mr. P. C. Ogilvie spoke in favor of the card system, whereby a young man, on leaving one employer and going with another, was given a card showing the time he had been employed at the trade.

Mr. John Watson expressed himself in favor of a card system under the supervision of the National Association.

Mr. H. A. Knox, of Ottawa, also declared himself in favor of the card system. "It is now practically a theory," he said, "but after 5 or 10 years of practical experience you will find it of great benefit. We have got to cull out the incompetent boy."

The convention adjourned at 11 o'clock.

THURSDAY MORNING'S SESSION.

At 9.30 o'clock on Thursday morning Mr. Meredith, pro tem vice-president, entered St. Joseph's Hall and, stepping immediately upon the platform, said: "Now, gentlemen, we will get right to business. The president is busy with a committee and has asked me to open the meeting."

Just as the members were filing into their seats Mr. Moll, of Montreal, stepped to the platform and remarked: "Mr. Meredith, you are wanted in the committee room."

Everyone laughed, and Mr. Meredith said, as he moved away to respond to the summons: "Well then, gentlemen, business will not begin now." He was only absent a few minutes, and then the thread of business was again taken up.

PROVINCIAL ASSOCIATIONS.

At the meeting of the association in Ottawa last year the retiring president, Mr. W. Smith, of London, proposed a scheme for the establishment of provincial associations, and a committee, composed of that gentleman and Messrs. J. W. Chambers and E. R. Russell, were appointed to prepare a report for the next annual meeting. Mr. Smith not being present and no report being forthcoming, Mr. Frank Powers, of Lunenburg, asked if it was proposed to do anything in regard to the matter.

After Mr. Meredith had explained the situation Mr. John Watson, Montreal, moved that discussion of the subject be deferred till the next annual meeting.

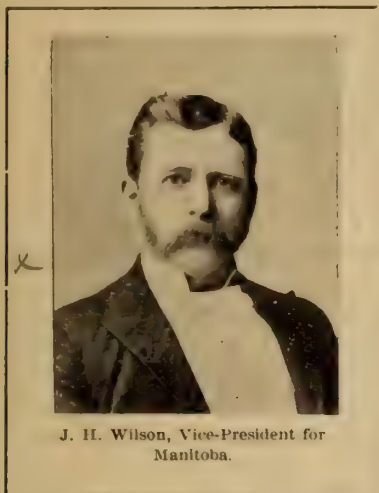
Mr. P. C. Ogilvie said that he had at the Ottawa meeting approved the principle of

provincial associations, and he had not changed his mind. His reason for taking the stand he did was that the organization was not strong enough.

Mr. Frank Powers expressed his approval of the motion, which was carried.

THE NOMINATING COMMITTEE.

Mr. Watson: "I think it would now be in order to appoint the nominating committee."



J. H. Wilson, Vice-President for Manitoba.

Mr. Meredith: "Well, gentlemen, what is your pleasure?"

Mr. H. A. Knox expressed his disapproval of the present system. "I do not wish to disparage the work of the nominating committee," he said, "but I think the nominations for officers should be made direct from the meeting."

Mr. John Watson: "If you nominate officers direct from the floor you will lose a great deal of time. I move that a nominating committee be now appointed."

Mr. Frank Powers seconded the motion.

After Mr. Meredith had explained that the names submitted by the nominating committee need not necessarily be approved of by the convention, the motion was put and carried, and the following were appointed the nominating committee: John Watson, John McKinley, Joseph Wright, Frank Powers and Joseph A. Giroux.

Messrs. H. A. Knox, J. A. Sadler and F. S. Power were appointed auditing committee.

PLACE OF NEXT MEETING.

The question of the next place of the annual meeting was taken up and occasioned quite a little discussion.

"I have much pleasure," said Mr. Frank Power, of Lunenburg, N.S., "in asking the convention to meet in Halifax next year."

Mr. Meredith (facetiously): "Is it on the map?"

Mr. Power: "Yes." (Laughter.)

Mr. Frank S. Power, Halifax: "I have

much pleasure in seconding the motion. The city of Halifax is large and charitable, and amusements there are many. We are not joking in this matter. We want you to come. We realize that the distances are great, but that is not a sufficient obstacle."

Mr. Knox thought it might be possible to secure a special rate for others besides the delegates.

Mr. Frank Powers, Lunenburg: "If you can get 17 to go, you can get a parlor car at one rate from Montreal. I cannot guarantee anything but from Montreal. But, when you once get to Halifax, you won't desire to come back."

Mr. Watson: "I know the people here would like to go to Halifax, but the expense would be so enormous I do not think it would be advisable for us to go there next year."

Mr. F. Powers, Lunenburg: "I recognize the difficulty. But, if the convention were held in Halifax, I think it would bring us in a great many new members. There is New Brunswick, for instance. We only ask you for this one time, and then we are prepared to come up here all the time." (Laughter.) "The Halifax association is the next largest in Canada, Montreal being first."

Mr. Meredith: "At \$3 per capita, \$342 will be realized at this convention. The expense of the convention will be about \$300, leaving, I estimate, about \$40 over and above expenses. But, there are two absent members of the executive. If they were here, we would be a little behind."

Mr. Powers: "I understand some of the associations have not yet paid up."

Mr. Meredith: "I know that, but I am not taking them into account. Now, gentlemen, the only motion I have before me is that to go to Halifax."

Mr. R. Ross: "Much as I would like the next convention to be held in Halifax, I must vote against it. I propose that the next convention be held in Toronto. Perhaps later on we can go to Halifax."

Mr. Wright: "I am of the same opinion as Mr. Ross. It is too expensive to go to Halifax. I think for the benefit of the National Association we ought to go to Toronto next year."

Mr. Powers, Lunenburg: "Toronto has had the convention once, and all we ask is to have it in Halifax once."

Mr. Ross: "You will get it later on."

Mr. Powers: "Yes, but we want it now."

Mr. McKinley: "I move that we go to Vancouver." (Laughter.)

Mr. Ross: "You will go there for a second." (Renewed laughter.)

A vote was eventually taken, and it was decided by a large majority to hold the next annual convention in Toronto.

Mr. Meredith: "It has been decided that the next annual convention shall be held in Toronto—the first convention in the twentieth century. I can assure you we will do all in our power to make your stay in the city of Toronto as pleasant and profitable as possible. Come with us next year and we will try and do thee good."

Mr. Powers: "Halifax the year after."

ARRIVAL OF THE SUPPLY MEN.

Just as the clock indicated the hour of 11 o'clock, a dozen or more of representatives of the manufacturers and wholesale supply houses were brought in and introduced to the president.

"You know, gentlemen," said President Harris, "what you are here for. We want to talk with you. There are not a great many grievances. But we have some. The Toronto resolution said you were to sell to none but master plumbers, but some of you are selling to others. In the second place, we are asking you to give members of our association better terms than you do to those who are not."

Mr. John Date: "I am very much afraid they are not sticking to their agreement. I also think they should give members of this association a better discount."

In the midst of the discussion, Ald. J. R. Lavignac, representing the Mayor of Montreal, who was detained in Ottawa, was announced. That gentleman, in French, bid the delegates welcome to the city of Montreal and announced that carriages were



Joseph Wright, Toronto, Vice-President for B.C.

in waiting to take them for a drive through the city and up the mountain to Lookout Point, where refreshments would be served.

The convention then adjourned to meet again the following morning.

FRIDAY'S SESSION.

It was 10.25 o'clock when President Harris took the chair on Friday morning.

After routine, the first business taken up was in regard to

THE BULLETIN.

Mr. Joseph Wright, chairman of the committee appointed the previous day to consider the matter, reported that, after having carefully gone over the matter, the committee had found that the wholesale supply trade did not care to advertise in *The Bulletin*, and that the sub-committee of the executive, who had managed it in the past, while they had just managed to make it pay, were not encouraged to continue its publication. The committee, therefore, recommended that, for the present year, *The Bulletin* be not published. "Perhaps, next year," said

to \$200 after the official report of the proceedings had been printed.

The report was greeted with loud applause.

On motion of Mr. Meredith, the report was received and handed to the auditing committee.

VOTES OF THANKS.

Mr. Meredith: "I move, Mr. President, a hearty vote of thanks to the local association of master plumbers, to the corporation of Montreal, and to the daily press of Montreal."

The motion was seconded by Mr. Ross, and carried unanimously.

"And now, Mr. President," continued Mr. Meredith, "I have much pleasure in moving a special vote of thanks to the publishers of *HARDWARE AND METAL*. The

our last convention, I am sorry to say that there was nothing done in the matter. No doubt some of the Toronto delegates will be able to explain why I am still of opinion that if provincial associations were formed that we would derive a great benefit from them. I hope you will pardon me for my absence, and I wish you every success in our undertakings.

On motion of Messrs. Meredith and Giroux, the letter was received and filed.

REPORT OF THE NOMINATING COMMITTEE.

The next order of business was the receipt of the report of the nominating committee.

Mr. John Watson, who presented the report, suggested that one office at a time be taken up.

The President: "If there is no objection I think we should adopt the recommendation of the nominating committee."

Mr. John Watson: "We beg to propose the name of Mr. W. H. Harris as president." (Applause.)

President Harris: "After having been in this important position for one year, and your coming back and offering it to me for another year, is certainly something for which I have to thank you very cordially. But, after all, I think everyone should have his turn. All the honor should not belong to one man. Every man should have an opportunity of showing what he can do. I thank you very much for your kindness towards myself, but, under the circumstances, I cannot accept. I wish you to nominate someone else in my place."

"Mr. Watson: "We have chosen another gentleman who I think it will be a pleasure for you to elect. We have chosen Mr. W. H. Meredith, of To-

ronto." (Loud and long applause.)

Mr. Joseph Wright: "I have very much pleasure in moving his election."

Mr. Frank Powers, Lunenburg: "I have much pleasure in seconding the motion."

Mr. Meredith rose to speak, but his words were drowned with cheers and cries of "Well, well!"

Just then Mr. Denman suggested that all the members and the supply men should be called in, and, while this was being done, Mr. Joseph Wright grasped the opportunity to bring another matter before the convention. "The St. John, N.B., association," he said, "is in a very bad condition, and I think this association ought to appoint someone to go there and try to reorganize it.



The Richelieu & Ontario Navigation Co.'s Steamer "Corsican," Shooting the Rapids. A trip which delighted the delegates.

Mr. Wright, "the supply men might take hold and advertise."

Mr. Knox: "I think the committee has come to the correct conclusion. I move that the report be received and adopted."

The motion was seconded and carried.

THE TREASURER'S REPORT.

Treasurer Meredith submitted his annual report. The reason he had not done so earlier in the convention was that he desired to have it complete. The report showed receipts of \$609.50 during the year, which, with the \$170.44 carried over from the previous year, made a total of \$779.94. The expenditure was \$458.52, leaving a balance of \$321.42. Mr. Meredith estimated that the surplus would probably be reduced

report they gave us last year of our Ottawa meeting was most full and complete."

This motion was also carried unanimously.

A LETTER FROM MR. SMITH.

The following letter from Mr. W. Smith, London, an ex-president of the National Association, was read:

I write you to inform you and all the members of the convention that, although I have not the pleasure of being with you, and enjoying the pleasure that, no doubt, are in store for all those who attend the convention, my thoughts and feelings are in that direction. Owing to my health not being very good for the past few months, and not feeling any too well at the present time, causes me not to be with you. I have no doubt your convention will be looking for a report from me, but I fail to have one to send you owing to my health.

Now, as regards the proposed formation of a provincial association as was laid down by me at

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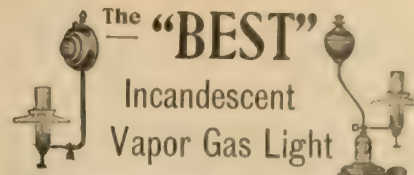


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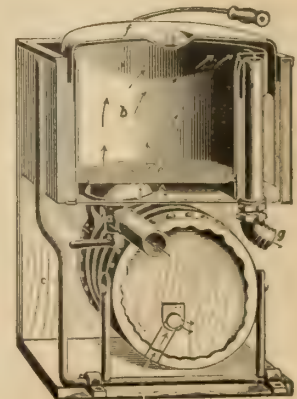
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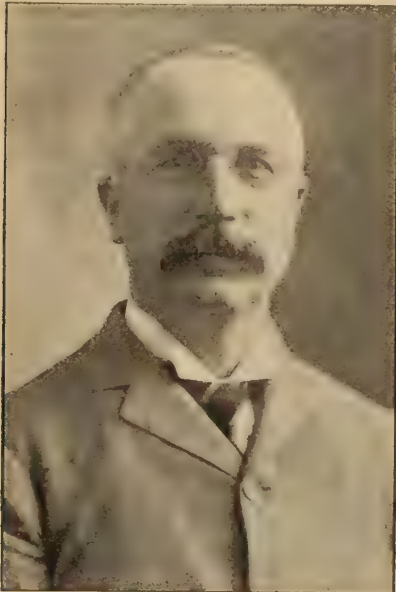
LIMITED

TORONTO



The nominating committee thought that Mr. Frank Powers, of Lunenburg, N.S., would be the man to send, the association to pay his expenses."

President Harris expressed his approval, and Mr. Powers, in response to a question, said he was willing to try what he could do.



Frank Powers, Vice-President for N.S. and N.B.

Mr. Watson said the nominating committee were of opinion that the National Association should vote \$25 to Mr. Powers for expenses.

Mr. Wright: "Mr. Lamarche suggests to me that Mr. Powers should be given the title of organizer for the Maritime Provinces." (Hear, hear.)

Ald Lamarche: "But I do not think we should limit the amount allowed him for expenses."

Mr. F. Powers: "I would rather have the amount limited."

President Harris also thought the amount should not be limited, but Mr. Powers persisted and eventually a motion was carried unanimously making him organizer for the Maritime Provinces with \$25 for expenses.

The auditing committee presented its report through Mr. H. A. Knox certifying to the correctness of the treasurer's report and suggesting that a hearty vote of thanks be extended to Treasurer Meredith.

On motion of Messrs. McKinley and Gibeau the views of the auditing committee were concurred in.

The supply men now filed into the hall and President Harris addressed them as follows: "I am glad to see you with us and hope you will take an interest in the election of our officers."

Mr. Meredith: "It is moved in amendment, Mr. President (cries of 'sit down')

that Mr. Joseph Wright be nominated for the office of president."

Several members: "No seconder."

President Harris: "Well, if there is no seconder, I shall have to put the motion to the meeting. All in favor of this nomination will signify in the usual way."

And the members did signify, to the accompaniment of "He's a Jolly Good Fellow," in which the supply men took no unimportant part.

Mr. Meredith was then conducted to the chair amid renewed applause.

Mr. Wright: "Speech, speech."

Mr. Meredith: "I do not think Mr. Wright is right when he calls for a speech, for the time is gone when speeches should be given. I do not know whether I can thank this association for having elected me to this position. I feel there are men who have more experience and who could fill the position better than I can. I feel, gentlemen, that you have made a mistake this morning. But, I can assure you this: I will do all in my power for the National Master Plumbers' Association." (Hear, hear.) "I hope that the good feeling between the 'supply men and the master plumbers, as exhibited last night and again this morning, will be continued during the year. The year to come I hope will be the best in the history of the association. I hope you will all be in Toronto next year. And, after that, on to Halifax!" (Hear, hear.) "I say that in order to get a smile from our beloved friend Powers, of Lunenburg. (Laughter.)

The name of Mr. John McKinley, Ottawa, was next submitted for the office of vice-president, and, amid loud applause and "He's a jolly good fellow," a motion concurring was carried.

"I feel," said Mr. McKinley, as he ascended the platform, "very much honored by being placed in the position of vice-president. I will do the best I can to fill it." (Applause.)

Mr. W. Mansell, Toronto, was nominated for the secretaryship, and this was concurred in amid much applause.

Several members cried "speech," and Mr. J. M. Taylor, manager of The Dominion Radiator Co., Limited, yelled "Hurrah!"

President Meredith: "If Mr. Mansell is not here in body he is in spirit." (Hear, hear.)

The name of Ald. Lamarche, of Montreal, was

put forward, amid hearty applause, for the office of treasurer, and a motion endorsing it was unanimously carried.

In response to cries for a speech, Ald. Lamarche said: "I feel very much honored in being elected to this responsible position. I do not think the citizens of Montreal would place as much confidence in one of their aldermen." (Laughter.)

Mr. Ross, Toronto: "They do not know you well enough."

Ald. Lamarche: "I will try and keep in the steps of my predecessor and continue a surplus, but I pity the master plumbers." (Laughter.)

President Meredith: "If there are any citizens of Montreal here I would say to them, 'Send Mayor Lamarche to the Toronto convention next year.'" (Hear, hear, and laughter.)

Mr. W. Pennington, Windsor, Ont., was elected Provincial vice-president for Ontario; Mr. Joseph Thibeault, Provincial vice president for Quebec; Mr. J. H. Wilson, Provincial vice-president for Manitoba; Mr. Frank Powers, Lunenburg, Provincial vice-president for Nova Scotia and New Brunswick; Mr. Joseph Wright, Provincial vice-president for British Columbia.

It was not until after a great deal of persuasion that Mr. Frank Powers, Lunenburg, could be induced to again accept the position of Provincial vice-president for Nova Scotia and New Brunswick.

"Excuse me, Mr. Chairman," he said, when his name was submitted. "It would be hardly fair of me to take the position of Provincial twice running. You had better give it to someone else. At any rate, you have already appointed me organizer for the Maritime Provinces. I take much pleasure in nominating Mr. Kinsman, of Halifax."

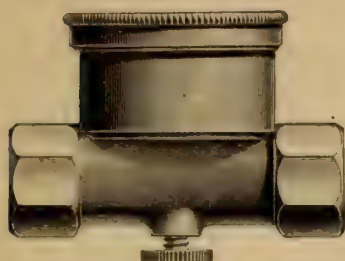
Ald. Lamarche said that under ordinary circumstances he would prefer that someone else be elected Provincial vice-president for Nova Scotia and New Brunswick, Mr. Powers having been appointed organizer, but he did not consider the holding of the



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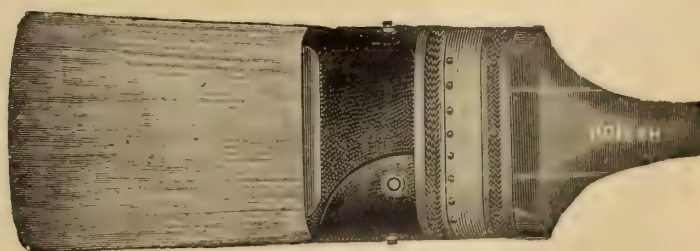
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two offices incompatible, and favored the reelection of Mr. Powers.

Messrs. Wright and Harris both favored the reelection of Mr. Powers, and eventually the latter meekly submitted to his fate.

These were elected chairmen of the following committees: Apprenticeship, J. G. Johnston, Ottawa; legislative, J. W. Harris, Montreal; sanitary, F. S. Power, Halifax; essay, E. C. Mount, Montreal.

The various chairmen selected their own committee, and before the convention adjourned the following had reported:

Sanitary—F. S. Power (chairman), G. A. Perrier, Geo. Kinsman, James Farquhar, all of Halifax, and Frank Dexter, Truro, N.S.

Apprenticeship—F. G. Johnston (chairman), John Hyman, H. A. Knox, H. Normand, E. B. Butterworth, all of Ottawa.

Essay—E. C. Mount (chairman), John Watson, Joseph A. Giroux, Joseph Gibeau, and P. J. Carroll, all of Montreal.

On motion of Ald. Lamarche, seconded by Mr. F. S. Power, a hearty vote of thanks was tendered the retiring officers.

President Harris: "On behalf of the officers of the National Association I have much pleasure in thanking you for the hearty vote of thanks which has just been carried. I think all the officers have been doing their very best during the past year, and the year has been one of the best in the history of the association. A great deal of work has been done, and it has been done in a satisfactory manner."

The president's remarks were greeted with applause, and, at the conclusion, the representatives of the wholesale supply firms and of the manufacturers retired with the committee representing the National Association to discuss matters appertaining to the trade.

AN ESTIMATE BOOK.

The question of an uniform estimate book was brought up by Mr. Frank S. Power, of Halifax. He said: "In Halifax we are not allowed to take the plans out of the architect's office. Very often three or four men are looking over these contracts at once. Doing it in this way, there is naturally a great deal of hurry at times, and we have come to the conclusion that mistakes have been made, and that therein is the secret of the very low figures at which contracts have sometimes been taken. In Halifax to-day it is scarcely worth while to take a contract on account of the low prices which rule. If such a book were adopted as was shown to me by Mr. Powers, of Lunenburg, I feel certain that matters would greatly improve. I hereby move that a committee be appointed to prepare a printed estimate book, similar to that in the hands of Mr. Frank Powers, of Lunenburg, N.S., and that same be printed and bound and exposed for sale to plumbers, and that all

master plumbers be urged to procure copies of same, as, in my opinion, this will be a step in the right direction and in the best interests of the craft generally.

Mr. Frank Powers, Lunenburg: "I most heartily endorse my namesake's views in this matter. I have always felt that much of the low prices at which work was done was due to mistakes in estimating. In this estimate book which I have there is everything that is necessary to complete a contract. When I make a tender by using this book I never make a mistake."

The motion was seconded by Mr. John McFatridge, of Halifax, and carried, and a committee was appointed, consisting of Messrs. Frank Powers, Frank S. Power, and John McFatridge, to compile the book and prepare it for the printers.

A FAIR PRICE FOR WORK.

Mr. T. Thibeault introduced the subject of a uniform price for work, and what proved to be one of the most interesting discussions of the convention took place. Mr. Thibeault complained that in Montreal work was done at a price which did not allow any profit, and he believed that it was all due to the lack of business ability on the part of some of the local firms. He wanted to know if it was not possible to devise some plans whereby an uniform rate could be established for work, as he felt that this would greatly overcome the difficulty.

Mr. Frank Powers, Lunenburg: "In this estimate book which I propose to get up would be set forth what would be a fair price for work."

Mr. Thibeault: "Several young men starting into business are doing injury to the trade because of their inexperience. My experience is that these men having no financial ability think that when they get a five dollar bill in their pocket it represents so much profit. These firms, of course, failed in time, but new firms were coming into existence to take their place and often practising the same thing. I have seen some firms in Montreal charge as low as 25c. per hour for labor. Some told me they were making up for it by charging higher prices on material. But I believe in doing things honestly. One thing is sure, we do not pay the men a proper rate of wages and they are leaving the trade to work at other things, and it is all because we cannot pay them fair wages and meet the competition of firms which pay 25c. per hour."

Mr. Wright: "In Toronto we have a retail price list, and this price list gives the charge per hour. The charge per hour is 50c. for steamfitter and helper. The union insists that we employ none but union men,

and if we have a union man who does not pay his dues the union men will not work in our shop unless he pays his dues. But we claim we have no right to have our men called out on strike because one of their number has not paid his dues. We are paying our apprentices \$2 a week for the first year, \$3 for the second, \$4 for the third, \$5 for the fourth and \$6 for the fifth. Taking the average of 30c. for the man and 8c. per hour for the helper, we charge 50c. per hour. This price is not outrageous. Our men work nine hours per day. The union want no apprentices and no helpers. In fact, they want two plumbers and two steamfitters to work together. We have arranged now that they will try and do all the work themselves, that is, the men will take their tools and do the work themselves. Previous to that they would not go out without helpers. In Toronto all the members of the Master Plumbers' Association live up to the prices. This price list has proved quite helpful to the architects, for they are able to check off accounts by our list. I think the idea of Mr. Powers to get up an estimate book is a good one, but I do not think he can make an uniform price list that will be suitable for different towns. While we were in Quebec, I might say, we found that some master plumbers were charging as low as \$1 per day for a man."

Mr. Higman, Ottawa: "Since we adopted the price list in Ottawa we have not had nearly the same trouble in regard to prices. The people have got to understand the situation. We charge 40c. per hour in Ottawa, and we think of raising it to 45c. We pay our men 22½c. per hour and some as high as 25c. The union men ask us to employ none but union men. We agreed to do this as long as they would not work in the shops whose proprietors were not members of the Master Plumbers' Association. We find that this has done a great deal of good."

Mr. Wright: "If some of the local associations would not want to go to the expense of getting out a price list, I think they could buy one from either Montreal or Toronto. In Toronto we give the items and net prices, thus preventing the making of mistakes in taking the discounts off."

President Meredith: "If there could be some way of raising the price of contract work it would be a good thing. The trouble is that if you charge, say, \$3 for putting on a tap, you would be told that the whole closet was put in for \$5. What is wanted is some way in which the percentage on the price of raw materials could be put on."

Mr. T. Thibeault: "I think we should limit the price which we should allow for wages, and allow a certain percentage above cost on material. There is room in Mont-

PORTLAND CEMENTS

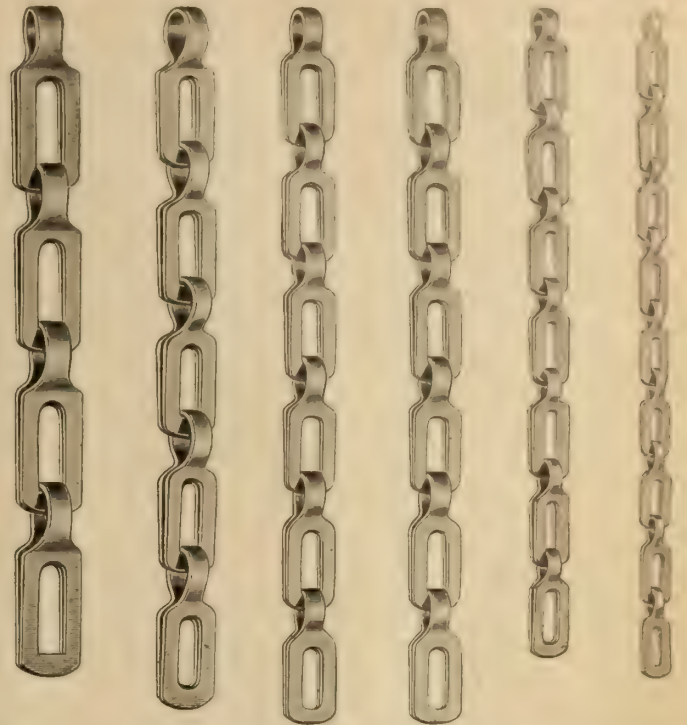
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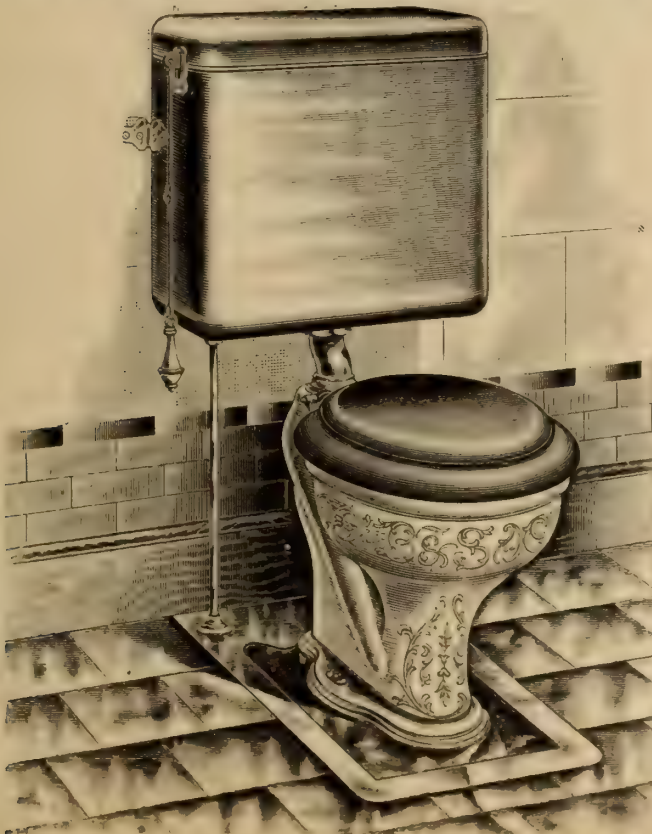


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real for plenty of good plumbers; the only trouble is in regard to prices."

Mr. Knox: "We have found, in Ottawa, that one good thing is to say who shall come into the association. In other words, we are formulating a system of education."

Mr. Frank Powers referred to the strike in Halifax where the board of health had decided that the men going into business as master plumbers must pass an examination as practical plumbers.

Mr. Knox: "Another thing I would say is, let master plumbers attend the meetings of the association regularly and speak out their minds freely. This will help matters a great deal." (Hear, hear.)

Mr. Wright: "I have only had an experience of about 43 years in the plumbing and heating trade, and I would say, don't try to cut a man out of his regular customers." (Hear, hear). "Give way to Brown and Smith. In that way you will get a great deal of day work, and there is more money in it than in contract work."

Mr. Frank S. Power: "We have had a great deal of trouble in Halifax in this way. I have had jobs in which even before my man had left the building an employe of some other firm was sent to connect the boiler." He gave interesting instances of the extraordinary difference between the contract price as submitted by different firms, and asserted that in some cases the differences must have been due to mistakes and nothing else.

Mr. Wright gave an instance which had come under his observation, where, on a \$1,200 job, there was a difference of \$400. He encouraged the doing of good work at fair prices, and gave instances how it paid in the long run.

Mr. Knox: "In Ottawa we allow them to commit suicide, that is, we have allowed those people who cut prices to do the work and they are gradually being compelled to go out of business."

Mr. Frank S. Power said that they were having a good deal of trouble in Halifax in not being able to go direct to the proprietors when tendering for work, for some of the contractors from whom they, the plumbers, got the work had no standing.

Mr. Knox pointed out that they had in Ottawa sent notices to the architects stating that they would only tender to the proprietors. This has been found to work well.

Mr. Wright: "We are trying to do the same thing in Toronto."

President Meredith: "What we want, gentlemen, is more confidence in each other. If you have confidence that a man is living up to his prices you will not believe the

tales that are told to you. There are a good many people who are only 'bluffing' when they state that they can get lower prices than you name." Mr. Meredith gave several instances where he had taken this stand, and where he had got the work or sold the goods as the case might be.

The appearance of the representatives of the supply men and the committee of the National Association, who had been in conference in an ante-room, put an end to the symposium.

Mr. Harris reported that the conference had suggested the appointment of a committee of three master plumbers, whose duty would be to confer with the wholesale supply men or manufacturers in the event of any grievances or misunderstanding arising, said committee to have power to add to their number.

In the brief discussion which followed, it was learned that the idea was to compose the committee of Montreal men, but, should a grievance arise, say, in Toronto, the committee in Montreal would appoint a committee in Toronto to investigate it. The idea was concurred in, and, on motion of Messrs. Sadler and Giroux, Messrs. J. W. Harris, J. W. Hughes and Ald. Joseph Lamarche were selected as the committee in question.

This was the last business act of the convention, and Ald. Lamarche proposed "God Save the Queen," and, after this had been lustily complied with, delegates and wholesale supply men joined hands in orthodox fashion and sang "Auld Lang Syne."

And this closed the fifth annual convention of the National Master Plumbers' and Steamfitters' Association of Canada.

THE NEW OFFICERS.

The new officers of the association are as follows:

Past President—J. W. Harris, Montreal.
President—W. H. Meredith, Toronto.
Vice-President—John McKinley, Ottawa.
Secretary—W. Mansell, Toronto.
Treasurer—Ald. Joseph Lamarche, Montreal.
Vice-President for Ontario—W. Pennington, Windsor, Ont.
Vice-President for Quebec—T. Thibeault, Montreal.
Vice-President for Manitoba—J. H. Wilson, Toronto.
Vice-President for Nova Scotia—Frank Powers, Lunenburg, N.S.
Vice-President for British Columbia—Joseph Wright, Toronto.

Chairmen of Committees: Apprenticeship, T. G. Johnston, Ottawa; Legislative, J. W. Harris, Montreal; Sanitary, Frank S. Power, Halifax; Essay, E. C. Mount, Montreal.

THE BANQUET.

A BRILLIANT AND SUCCESSFUL AFFAIR AT THE WINDSOR HOTEL.

The banquet tendered by the Montreal Master Plumbers' Association in the Windsor Hotel was a most brilliant affair. Covers were laid for over 100, and those present were representatives of the wholesale, manufacturing and plumbing trades.

Among the manufacturers and wholesale supply men present were to be noticed: Messrs. John M. Taylor, manager of The Dominion Radiator Co., Toronto; H. W. Anthes, of The Toronto Foundry Co.; Alex. Robertson, of The James Robertson Co., Limited; Geo. Moffatt, of Robert Mitchell & Co.; H. R. Ives and E. Hebert, of H. R. Ives & Co.; H. McLaren, McAvity Stewart, of McAvity & Co.; — Ramsay, of The Pedlar Roofing Co.; — Moore, of The Paul Heating System Co., of Boston; J. H. Garth, of Garth & Co., and J. A. Meadowcroft, representing the same company.

The table was laid in the form of a horseshoe, and presented a very pretty appearance. The arrangement was excellent, and everything passed off in a happy manner. Capt. Giroux, president of the local association, occupied the chair.

MENU.

Canapes.		
Lettuce Neck Clams.		
Puree of Tomato a la Julienne		
Fried Soft Shell Crabs Tortue		
Salmon	Sauce Genevoise	
Petits Chateaux		
Small Patties of Chicken	Fresh Mushrooms	
Creamed Spinach		
Spring Lamb	Mint Sauce	
Green Peas	Mashed Potatoes	
Dressed Lettuce		
Punch Venitienne		
Fruit Pudding	Wine Sauce	
Pine Apple Ice Cream	Strawberry Jelly	
Assorted Cakes		
Cheese	Crackers	Coffee

It was 10 o'clock when the first toast on the programme, "The Queen," was proposed. This toast was honored in the usual manner and enthusiastically, as was also the next "His Excellency Lord Minto, Governor-General of the Dominion of Canada."

THE NATIONAL ASSOCIATION.

The most important toast, "The National Association of Canada" was proposed by Mr. Frank Powers, of Lunenburg, which he did in a fitting manner. The name coupled with the toast was that of the President, Mr. J. W. Harris. Mr. Harris, on rising to speak, was greeted with vociferous cheering and "See him smiling," "Don't believe him just now," etc. He spoke in part as follows: "Mr. Chairman and Gentlemen, I thought you had heard enough of me today, without again calling me to speak, but it is always with pleasure that I respond to a toast of this kind. I think I can always



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speaking best when the subject is the master plumbers of Canada. I would like the wholesale people to bear in mind that we are one family. We find that the wholesale people are very good people, and we hope that they will be ready to meet us and do what we ask them.

"The first thing we want is to have our plumbers well educated in order that they may perform good sanitary work. If you go on board a steamship, the first thing you will notice in the engine-room is a certificate as to the qualifications of the engineer. If you don't see that you will want to get off that boat and try another. But I would like to know if it is not as important to have a plumber in your house who has a certificate showing that he can do good work, and thus prevent your being smothered with sewer gas, which is worse than being drowned in the ocean. (Laughter.)

"We have been trying to get by-laws passed by city councils in different cities, and most of the cities I am happy to say, have passed by-laws as suggested by us, and others are talking of doing so. In this way they were not working merely for the purpose of putting a few more dollars in their pocket, but trying to benefit the public. To accomplish this we must be one. The wholesale people of Canada must try and help us to get these things through. I ask if we are unreasonable in seeking their aid? If you will give us protection we will give you more protection in return."

"I am glad to say that the association has made good progress during the year. New associations have been formed, and they are doing very well indeed. I do not care to mention the names for fear that I may forget some, and if I did they would not forget me." (Laughter.) "If, during the next year things go on progressing as they have in the past, there will not be many cities or towns in the Dominion that will be without an association. We must live and let live," was Mr. Harris' concluding remark.

SANITARY LAWS.

The next toast proposed was that of "The Corporation of Montreal," the name of Alderman Lamarche being coupled therewith. Mr. Lamarche was greeted with loud applause as he arose to speak. He said: "Mr. Chairman and gentlemen, it affords me great pleasure to respond to the toast of the corporation. I am sorry that the Mayor is not here to respond, but he was unable to leave Ottawa, and I have in my hand a telegram from him which reads, 'My dear Lamarche I am sorry to say I cannot leave Ottawa, but extend to the Master Plumbers of Canada my most hearty congratulations.' (Applause.)

"I am sorry he is not here; if he were

here, he would have done the honors in a way that would have pleased the master plumbers and also the citizens of this great city. I did not expect that I would have to respond to this toast, but I have nothing but good feeling towards the master plumbers of Canada. I had the honor of being an official member of the National Association for some time, and now I have the honor of belonging to the corporation which is desirous of carrying out your wishes. We are just now studying such by-laws as will be in conformity with the opinions you have expressed during past years. We have already made certain improvements and we are just about passing by-laws which were framed according to your views. We also have the advantage of having a building inspector as recommended by you, so that as far as the corporation is concerned it is willing to do everything that it can in the way of putting into the by-laws provisions that will be favorable to the health of the city."

WHY THEY LEFT THEIR HAPPY HOMES.

The next toast, "Our Guests," was proposed by Mr. W. H. Meredith. "I can assure you," he said amid laughter, "that it was for you that we left our happy homes. We have come down here to legislate for your special benefit. And if you will give all the support you can we will give the same to you."

Mr. H. W. Anthes responded in one of his characteristic speeches. "In Ontario," he said facetiously, "everything is all right as far as the supply trade is concerned. What is the matter with Montreal?" (Cries of "It's all right.") "All difficulties can be settled without any ill-feeling. If anyone has kept the agreement we will have to call him down and then call him up again." (Laughter.)

Mr. H. R. Ives, in responding to the toast, said he had very great sympathy with the objects of the National Plumbers' Association. He believed the future was full of great possibilities.

Mr. Alex. Robertson, representing The James Robertson Co., Limited, said it was the desire of the supply men to work in harmony with the Master Plumbers' Association.

Mr. John M. Taylor declared there was no one more interested in the master plumbers than he was. "I owe," he said, "a great deal to them. It is 23 years since I started with the wholesale supply trade and the position I hold to-day is largely due to the influence of the master plumbers. I can only wish you the very best of success and hearty good luck," he concluded amid applause.

Mr. McAvity Stewart, representing McAvity & Co., St. John, N.B., said his firm was always in hearty sympathy with

the Master Plumbers' Association. "We do not need to wish your association success. Its success is already established." In closing, he expressed the wish that the National Association would soon visit the Maritime Provinces.

Short speeches were also delivered to the toast "Our Guests" by Mr. Robertson, of The James Robertson Co., Limited, and Mr. Ramsay, of The Pedlar Metal Roofing Co., Oshawa.

The toast, "The Montreal Association," brought Capt. Giroux, president thereof, to his feet. He said that when he was elected president of the Master Plumbers' Association of Montreal, he never thought he would be compelled to preside at the banquet of the National Association. "As a local association we have done our very best to receive and entertain you in this city of ours, but we would like to do a great deal more." (Applause and "Hear, hear.")

During the evening songs were rendered by Messrs. Touranjeau, Normand, R. Ross, Capt. Giroux and Mr. McAvity Stewart gave a recitation.

It was long past the hour of midnight before the last guest left the banquet hall.

The committee to which much of the credit for the success of the banquet is due, was composed of Captain Giroux, and Messrs. J. Meadowcroft and J. A. Sadler.

THE ENTERTAINMENT PROVIDED.

The programme which the local association, aided by the wholesale supply firms, had prepared for the entertainment of the delegates was most lavish, and it was carried out admirably. The profuseness of the praises of those for whose benefit it was prepared is proof of that, and too much praise cannot be given to Ald. Lamarche, chairman of the joint reception committee, and Capt. Giroux, president of the local association.

The first number on the programme of entertainment was a drive on Thursday to the top of the mountain. Carriages were at St. Joseph hall, about noon, and on reaching the famous Lookout Point, after a delightful drive, a tasty luncheon was served. His Worship, Mayor Prefontaine,

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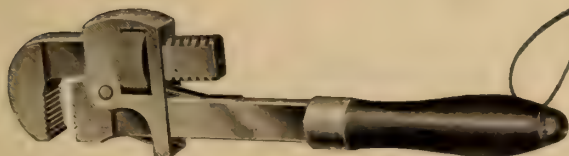


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MR. JAMES COOPER, Montreal.

was unavoidably detained in Ottawa, and Alderman Lavignac received the delegates in his stead. After luncheon the delegates were to have taken a steamer and inspected the harbor improvements, but when the party left Look-out Mountain it was too late in the afternoon and the pleasure had to be foregone.

On Thursday evening the delegates were entertained to a complimentary banquet in the Windsor Hotel. Particulars of the banquet are given elsewhere.

On Friday afternoon the visitors were taken for a street car ride through the city, then by train to Lachine, and from there the rapids were run while a gale was blowing from Lake St. Louis.

The joint reception committee was composed of the following gentlemen: Chairman, Ald. Lamarche; H. G. McLaren, J. Watson, J. Gibeau, E. C. Mount, T. Moll, A. Robertson, H. J. Fuller, T. Thibeault, G. C. Denman, Jos. Montpetit, J. W. Hughes, P. J. Carroll.

THE HALIFAX ASSOCIATION.

The Halifax Master Plumbers' Association has a membership second only to that of Montreal, but it was stated at the convention that as far as organization and influence are concerned it is easily in the lead.

THE POWERS AND POWER OF NOVA SCOTIA.

Nova Scotia sent more power to the convention than any other Province in the Dominion. There were Frank Powers, from Lunenburg, and Frank S. Power, from Halifax. But, aside from their names, they were a power.

"I put the 's' at the end of my name and Frank S. Power puts his in the middle," explained Lunenburg Powers to a delegate who had become somewhat mixed in regard to the names of the two gentlemen from the Province by the sea.

"But you are both power to the elbow

of the association," remarked a facetious member of the convention.

CONVENTION NOTES.

Toronto is the next place of meeting.

"Well, well!" For the interpretation thereof, ask Mr. Anthes.

"On to Halifax," was the cry of the convention.

The convention wanted a good man for sergeant-at-arms and so they wisely selected Mr. Bonhomme.

The programme of entertainment provided by the local association exceeded the capacity of the delegates to enjoy.

Ald. Lamarche, chairman of the reception committee of the local Master Plumbers' Association, was an ideal man for the position.

"While among us," said Mr. Joseph A. Giroux, president of the local association, "it will be our pleasure and duty to do our most to make your stay interesting as well as beneficial." And they succeeded admirably.

THEY SHOWED GOOD JUDGMENT.

That The Iver Johnson's Arms and Cycle Works showed good judgment in selecting "Major" Taylor to represent them on the track was clearly proven at Manhattan Beach on June 30, when the "Major" defeated Frank Kramer, winning two straight heats of their special match race of one mile.

It is possible that another match may be arranged.

THE IVER JOHNSON WINS.

Alex. Sanguigni, one of the crack riders of the Pittsburg Century Club, won the time prize in the Goble 25-mile road race, which was run in Pittsburg on June 24. His time was 1.15.35, which is the record for the Butler plank course. Sanguigni rides an Iver Johnson.

BUILDING TRADE NOTES.

A new fire station is to be built in Montreal.

Ottawa building permits average seven or eight per day.

A new Evangelical church will be built in Stratford, Ont.

A new Presbyterian church is being built in Brandon, Man.

An addition is being built to the Baptist church, Dundas, Ont.

Extensive repairs are to be made on St. James' church, Wardsville, Ont.

A brick church is being erected by the Methodists of Mount Pleasant, Ont.

A station is to be built at Dutton, Ont., by the Lake Erie and Detroit River Railway.

Tenders are asked for by S. Edgar Mastin, Bloomfield, Ont., for building two steel bridges.

D. H. Smallwood and J. K. Stevenson are building residences in Moose Jaw, N.W.T.

Chas. Fingland and Jno. McMillan are erecting a brick building in Moose Jaw, N.W.T.

Ald. Hopewell, Ottawa, is erecting four brick dwellings, two veneered, and a cottage.

Henderson & Potts, paint manufacturers, Halifax, N.S., intend to erect a large paint works in the fall.

H. Rideout & Co. are building a three-storey addition to their furniture establishment in Rat Portage, Ont.

The contract for the extension of the Presbyterian church at Durham, Ont., has been awarded to J. W. Crawford.

Mr. Browning, Aurora, Ont., has the contract for building a brick residence for Dr. Campbell at Bradford, Ont.

The Catholic school commissioners of Montreal have decided to build a new school at a cost of not more than \$35,000.

Tenders are called for by A. B. Petrie for all the trades necessary for the erection of market buildings and a fire hall at Guelph, Ont.

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HEATING AND PLUMBING

PLUMBING TRADE IN MONTREAL.

THE summer plumbing trade in Montreal is quiet, yet it presents some interesting features. With the majority of the plumbers it is now "between seasons," and particularly so with the smaller concerns, whose business is principally made up of the repairing and refitting trade. These people have difficulty in finding employment for their men between the rushes of spring and fall. Nor are there as many contracts as usual to keep the staffs of the larger firms busy during the interim.

The building of residences is not going on as briskly as it was last year, and the utility of contracts is now being brought forcibly home to those who assert there is no business profit in contracts.

Competition has certainly lowered contract prices, but it must be remembered that benefit accrues from a contract by its giving employment to a staff necessary in the spring and fall, as well as by the direct profit. But the lack of number is made up partly, at least, by the size of the contracts now being let, for there are some first-class new buildings now being pushed forward in Montreal. Large buildings assure large plumbing contracts.

The refitting of the C.P.R. Windsor street station, the new building at the corner of St. Francois Xavier and Hospital streets for the C.P.R. Telegraph Company, and the new offices of the G.T.R. on McGill street, will all give a great deal of work to the Montreal plumbers.

The rivalry for the contracts is keen. Moreover, architects are at work preparing plans for large new buildings for the Bank of Montreal and for the Liverpool, London and Globe Insurance Co. It is whispered also that several other financial institutions intend to erect large buildings, and are now preparing plans therefor. The drop in the price of building iron seems to have started a building fever, so the plumbing trade promises to be brisk in Montreal.

MONTREAL PLUMBING CONTRACTS

MR. JAMES ATCHISON, plumber, 33 Bleury street, is having his premises considerably enlarged to accommodate his growing business.

Mr. J. W. Hughes has secured the following contracts: Heating and lighting a house and stable for Mr. C. Gudewill, Bishop street; heating and lighting two houses for Mr. H. Earle, Mount Pleasant avenue, Westmount; lighting two stables

on McGregor street for Messrs. H. Gault and P. Macarthur; heating and lighting the new residence of Dr. Hugh M. Patton, on McGill College avenue, and the entire fitting of Her Majesty's Cafe on Guy street—all in Montreal.

Carroll Bros. are busy completing the work on the Webster House, on the corner of St. James and Cathedral streets, Montreal, and on Mr. Hartland McDougall's new residence in Dorval. They also have contracts in connection with two new Montreal residences on Elgin street for Mr. Meekle and Mr. Matthews, as well as with a new store for Mr. G. W. Stevens, Montreal, and a residence on Mance street for Mr. Dunn.

Mr. P. J. Carroll, ex-president of the Montreal Plumbers' Association, has been confined to bed for some weeks with an attack of la grippe tinged with typhoid. He was missed from the convention of last week. We have reason to hope that he will be able to attend to business shortly.

Douglas Bros., of Toronto, have secured the important contract of placing the copper roof on the G.T.R. offices.

M'GUIRE & CO.'S MONTREAL BRANCH.

THE Montreal branch of the Toronto firm of W. J. McGuire & Co., which was established at 1966 Notre Dame street about a year and a half ago, has already begun to acquire a large share of the plumbing business of Montreal. Mr. McCauly, the local manager, has proven himself to be a good business man, as well as a competent, scientific plumber.

This firm is just finishing the plumbing, heating, and lighting of the new Merchants Bank, as well as a similar job in the London and Lancashire building. They have also had a good deal of residential contract work this season, and are now at work upon a summer residence for Mr. R. B. Angus at St. Ann's; on a fine new dwelling for Mr. A. Patterson on Simpson street, Montreal, and on a large new house for Mr. James Gardiner, Stanley street, Montreal. They have lately secured contracts for the plumbing, heating and lighting of the new St. Peter's church in Sherbrooke; of Mr. R. W. Seford's new residence on Drummond street, Montreal, and of Mr. C. R. Hosmer's new residence and stable on Drummond street. A big job at the new Redpath Library, McGill College, as well as a large one at The Salvador Brewing

Co.'s, St. Paul street, Montreal, have also fallen into their hands. This is probably the only firm in Montreal that engages in plumbing exclusively. All others partake of the tinsmithing, galvanized iron, and roofing trades as well.

TORONTO PLUMBING CONTRACTS.

THE Keith & Fitzsimons, Co., Limited, Toronto, have secured the contract for the plumbing, heating, etc., in the new wing of the Queen's Hotel, Toronto.

George Ashdown has the contract for the plumbing in a row of 15 houses at Toronto Junction.

James Sherlock, Toronto, has the contract for the plumbing in the Winchester street school, Toronto; \$178.

Purdy, Mansell & Co., Toronto, have secured the contract for the plumbing in Dovercourt school, Toronto; \$185.

The Bennet & Wright Co., Limited, have been given contracts for the plumbing, heating, gasfitting, etc., in dwellings at 79 St. George street, 109 St. George street and 69 Spadina road.

W. Mashinter & Co., Toronto, have contracts for the plumbing in the Hamilton street school, steam-heating the Winchester street school; \$5,010, for plumbing in a pair of houses on Crawford street, Toronto.

Guest & Co., have contracts for plumbing in a residence on Berkley avenue and in the Toronto Street Railway's buildings on Sherbourne street, and for plumbing and heating in the Canada Life building, 8 and 12 King street east, Toronto.

Fred. Armstrong, Toronto, has contracts for plumbing in residences for James Philips, at 86, 88, 90 and 92 Markham street, and for plumbing and heating in W. A. Bradshaw's two houses at 88 and 90 Spadina road, William Gooderham's residence on Bedford road, R. W. Simpson's residence at 2½ Wellesley place, and two houses at 6 and 8 Scarth road.

CATALOGUES, BOOKLETS, ETC.

RANKINE'S PATENT FEED WATER FILTERS.

The Rankine Patent Feed Water Filter Co., Limited, Liverpool, have issued a handsome illustrated catalogue showing their different filters, for land and marine boilers. Special types of filters for electric lighting plant, etc., are described and illustrated. A list of the ships, firms, etc., using their filters is given, as well as many testimonials from managers of well-known concerns.

TORONTO BUILDING PERMITS.

THE City Commissioner of Toronto has issued his monthly statement regarding building operations. Another decrease is shown by the comparative figures of permits issued, which are as follows:

June, 1899	\$170,135
June, 1900	94,390

Decrease \$ 75,745

Six months to the end of June:

1899	\$997,600
1900	942,194

Decrease \$ 55,406

Building permits have been issued during the past week as follows: Wm. Wright, pair two-storey semi-detached brick and stone dwellings on Brunswick avenue, near Ulster street, \$4,000; M. S. Kellow, two-storey brick and stone residence on Wells street, near Albany avenue, \$3,000; Wm. Milne, two-storey brick addition to dwelling, 33 Stewart street, \$1,000; C. A. Dinnick, two-storey detached brick and stone residence on Lowther avenue, near Spadina road, \$3,000; the Toronto Public School Board, third additional brick and stone storey to school on Fern avenue, near Sorauren avenue, \$10,000; J. J. Walsh, pair two-storey semi detached brick and stone dwellings, 111 and 113 Tyndal avenue, \$6,000; M. Staunton & Co., two-storey addition to factory, 948 Yonge street, \$6,500; W. R. Thompson, two storey brick residence on Brunswick avenue, near Lowther avenue, \$3,000.

PLUMBING PROSECUTIONS IN HALIFAX.

The Halifax Herald, of June 26, contains the following: "The special committee of the city board of health, appointed to consider violations of the plumbing rules by plumbers who do not hold licenses, submitted a report at yesterday's meeting of the board. It was decided to prosecute all the men reported by the plumbing inspector, and also prosecute the men who installed the plumbing in Alderman O'Donnel's house, 251 Albermarle street, without a permit.

"A copy of a petition signed by six plumbing firms, sent to the Governor-in-Council in opposition to assent being given the board's amendments to the plumbing rules, was read and tabled."

MR. ARMSTRONG TAKES A WIFE.

Mr. A. D. Armstrong, eldest son of John Armstrong, general merchant, Brigden, Ont., and manager of the business, was married at high noon on June 26 to Miss Edith, eldest daughter of John Walker, oil producer, Petrolea. After lunch the

young couple left on a short trip east, and, on their return, will summer in one of their cottages at Courtright, on the St. Clair.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

VE. PARADIS has been appointed curator of A. Grenier, general merchant, Murray Bay, Que.

Martin Beck, hardware merchant, Montreal, has assigned.

Stevenson & Johnson, tinware, etc., Sarnia, Ont., have assigned to C. B. Armstrong.

J. L. Johnson & Co., hardware merchants, Edmonton, N.W.T., have assigned to James McGeorge.

The Brandon Furniture Manufacturing Co. (S. Berland and W. J. Palmer), Montreal, have assigned. Louis S. Margolese is appointed provisional guardian.

PARTNERSHIPS FORMED AND DISSOLVED.

W. M. Knowles & Co., coal dealers, Montreal, have dissolved.

A. Letang & Co., hardware merchants, Montreal, have dissolved.

Suttie & Davidson have formed a partnership in bicycles, Wolfville, N.S.

Parkes Bros., painters, Vancouver, B.C., have dissolved; Alfred Parkes continues.

W. Bellingham & Co., implements and manufacturing agents, Montreal, have dissolved. Wm. James Bellingham has registered proprietor; style, W. Bellingham, Son & Co.

SALES MADE AND PENDING.

G. W. Ludlow, hardware merchant, Dryden, Ont., has sold out to Samuel Black.

The stock of C. D. Chown, hardware merchant, Kingston, Ont., insolvent, is advertised for sale by tender.

The buildings, stock and machinery of The Lockeport Iron Works, Lockeport, N.S., will be sold by auction on July 18.

CHANGES.

E. Landry & Frere, carriagemakers, St. Sylvestre, Que., have registered.

Alex. L. Godon, hardware merchant and tinsmith, Arnprior, Ont., has commenced business.

Will J. Carmichael has registered as proprietor of The Standard Tinware Co., Montreal.

Avard Beeler has opened a foundry at Bridgetown, N.S., and is moving his saw-mill there from Clementsvalle, N.S.

FIRES.

B. Stoffel, carriages, etc., Waterford, Ont., was burned out.

Robt. Stevenson, harness dealer, Glencoe, Ont., has been burned out.

Thomas Stewart, coal dealer, Belleville, Ont., has had elevator burned; partially insured.

George Wilson & Co., planing mills, etc., St. Catharines, Ont., partially burned out; insured.

Chalmers Bros. & Bethune, Manitou, hardware, grain, etc., elevator burned at Pilot Mound, Ont.; insured.

The Portland Cement Co. at Lakefield, Ont., have purchased the planing and saw-mill, water-power, etc., from Con. Young. They will run a barrel factory at Young's Point in connection with their cement business.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE.

OLD ESTABLISHED HARDWARE BUSINESS in Collingwood for sale. Owner retiring. Apply to J. HENDERSON, Barrie. (27)

SITUATION WANTED.

AS HARDWARE SALESMAN. FIFTEEN years' experience in Retail Hardware. Can furnish highest testimonials. Married. Address communications to A. B. Davison, Goderich, Ont. (27)

ALARM, DOUBLE STROKE..

BICYCLE BELLS.

—Manufactured by—

The Ontario Lantern Company.

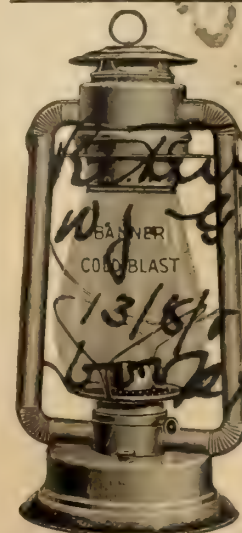
.. WRITE FOR PRICES TO ...

WALTER GROSE,

Montreal.

If you Want to Learn Anything About Advertising.

If you are a business man and get or want to get business by any kind of advertising, and want to know how to advertise and make money; or if you are an employe and expect to go into business for yourself; or if you want to get into a new and profitable profession—we furnish the foundation—the accumulated knowledge on the subject. Investigation costs you nothing. Invaluable information will be sent Free. Address Advertising World Popularity Club, Columbus, O.



CELEBRATED

Banner

Cold

Blast

Safety

Lanterns

For sale by the jobbing trade and by retail to the public at other places.

Mfg. by

The Ontario Lantern Co.

WALTER GROSE, MONTREAL

Sole Selling Agent.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, July 6, 1900.

HARDWARE.

THE volume of trade during the past week in general hardware has decreased, if anything, and, in most lines of material, the usual midsummer dullness rules supreme. There has been no further change in barbed wire, but prices are easy at the decline. Smooth wire has been lifeless, and there has only been the merest jobbing trade in cut and wire nails, screws, bolts, rivets, etc. Rope continues easy, and, while there has been some inquiry for sporting goods, such as guns and ammunition, it has not amounted to very much as yet.

BARBED WIRE — Prices are unchanged this week at the decline, and demand is light. By a typographical error the base last week was given as \$3.50. It should have been \$3.30.

GALVANIZED WIRE—There is only a small business noted in this line of material. We quote: Nos. 6, 7, and 8 guage, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12,

\$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25.

SMOOTH WIRE—There is little activity to note in smooth wire of any sort. We quote \$3.20 per 100 lb. base.

FINE STEEL WIRE—As last quoted. Discount 12½ per cent. off list.

BRASS AND COPPER WIRE — Without change. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Unchanged at \$3.60 for bright.

WIRE NAILS—There is a small jobbing demand for these, while prices are steady at \$3.20 for small, and \$3.10 for carlots.

CUT NAILS—There has been little business done in cut nails, which we quote at \$2.85 for small, and \$2.75 for carlots.

HORSE NAILS — Business is extremely light. Discount, 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—Quiet. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and

larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

SCREWS—In moderate request. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS — Unchanged. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleigh-shoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3½c. per lb. off; nuts, hexagon, 4c. off; stove bolts, 60 and 10; plough bolts, 50 per cent.

RIVETS, ETC.—Inactive. Discounts are as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets,

Enamelled Steel Sinks

are the most easily cleaned.



Three sizes: 16 x 24 x 6 inches.
18 x 30 x 6 inches.
18 x 36 x 6 inches.

Being pressed out of one piece of sheet steel there are no joints where a leak might occur.

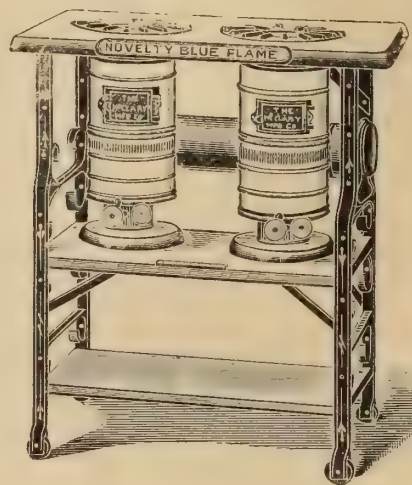
A heavy coating of enamel both inside and out preserves a smooth, clean surface.

Couplings for connecting waste pipe supplied with each sink.

Made in White, Faience and Imperial Wares.

WE ALSO MAKE a full line in Galvanized and Japanned Steel.

Novelty Blue Flame Oil Cooking Stoves.



An extra good cooker and an economical user of oil.

The specially constructed brass burner causes the air to be thoroughly mixed with the flame, thus producing a clear blue flame, and a very powerful heat.

Safety wick adjuster.

Oil tank is situated away from burners, thus keeping oil cool and avoiding any odor.

It is the handiest, because it is always ready.

THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

American Sheet Steel Company
Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized

W. Dewees Wood Company's
Planished Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

WHY SO MANY ADOPT



BENNETT'S SHELF BOX.

They display goods, attract customers, make sales, save room, keep stock in order, and help to serve customers quickly—all elements to success. Put them in now and get ready for the Fall trade. Prices and particulars from the patentee and maker,

J. S. BENNETT,

20 Sheridan Ave. TORONTO
N.B.—Boxes made to fit your present shelving.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

45 per cent. off; swedes iron burrs, 40 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 45 per cent. off.

CORDAGE—Motionless. We quote: Manila, 14 to 14 1/2 c., and sisal, 10 1/2 to 11 c. base.

SPADES AND SHOVELS—Discounts remain at 40 and 5 per cent., with trade dull.

FIREBRICKS—There is some inquiry for these for forward delivery. We quote \$17 to \$24 per 1,000, as to brand.

CEMENT—Unchanged. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

METALS.

There has been little to report in the heavy iron and metal market during the past week.

PIG IRON—Prices are nominal on this line, in the absence of any important transactions, at \$24.50 to \$25, as to size of lot.

BAR IRON—Forward orders for fair quantities are reported, but demand from stock is very light. We quote \$2.35 to \$2.40 per 100 lb. f.o.b. Montreal.

BLACK SHEETS—Prices are steady, while demand is light. We quote the base on 8 to 15 gauge, \$3.10.

GALVANIZED IRON—Import orders are very backward in this line, contrary to what was the case at this time last year. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and Comet, No. 28, \$4.45 to \$4.70.

INGOT COPPER—Remains as last reported at 17 1/2 c.

INGOT TIN—Foreign markets are steady and prices here remain at 35c.

LEAD—There is no change in lead, which is quoted at \$4.15 base.

LEAD PIPE—Very little business is doing in the material. We quote: 7c. for ordinary and 7 1/2 c. for composition waste, with 15 per cent. off.

IRON PIPE—The same can be said of iron pipe which is unchanged. We quote: 1/4, \$3.10; 3/8, \$3.10; 1/2, \$3.40; 3/4, \$3.85; 1, \$5.50; 1 1/4, \$7.50; 1 1/2, \$9.10, and 2-in., \$12.25.

TINPLATES—Business quiet at \$4.50 for coke and \$4.75 for charcoal.

CANADA PLATE—Dull, as last noted. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.50, and galvanized, \$4.85.

TERNE PLATE—Trade is very dull, with the price unchanged at \$8.50.

SWEDISH IRON—Advices continue firm in tone on this material, and we quote \$4.25.

COIL CHAIN—There are some fair orders for forward delivery noted. We quote: No. 6, 12 1/2 c., No. 5, 11 c.; No. 4, 10 1/2 c.; No. 3, 10 c.; 1/4-inch, 8 1/2 c.; 5-16, \$5.50; 3/8, \$5.35; 7-16, \$5.00; 1/2, \$4.75; 9-16,

TINPLATES

"LYDBROOK," "TRYM,"
"GRAFTON," "ALLWAYS,"
"CANADA CROWN," ETC.

CANADA PLATES

"DOMINION CROWN" All Polished.
"ALLWAYS" best Half Bright.
"PONTYPOOL" Half Bright.
"DOMINION CROWN" Galvanized.

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

Offer from Store,
Montreal, Toronto and Hamilton:

PIG TIN, "Straits"
INGOT COPPER
PIG LEAD
ZINC SPELTER
ANTIMONY

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

ROOFING PITCH AND REFINED GAS TAR

We have a few hundred bbls.
of each to offer at close prices.

THE ...

Imperial Varnish & Color Co.

LIMITED

TORONTO, ONTARIO.

WE HAVE A LARGE AND FULLY ASSORTED
STOCK OF

HARVEST TOOLS

Forks,
Rakes,
Hoes,
Scythes,

Snaths,
Spades,
Shovels,
Etc.,

and will guarantee prompt shipment from
warehouse for immediate orders.

JOHN BOWMAN HARDWARE & COAL CO.,

....London, Ont.

\$4.70; $\frac{5}{8}$, \$4.35; $\frac{3}{4}$, \$4.25; $\frac{7}{8}$, \$4.20,
and 1 inch, \$4.10.

SHEET ZINC—Quiet, at 7 to 7 $\frac{1}{4}$ c.

ANTIMONY — Continues the same, at
10 $\frac{1}{2}$ c.

PAINTS AND OILS.

There have been few features to note in this
market during the week. Prices, as a rule,
are firm, the only exception being seal oil,
which is somewhat lower than last week.
Castor oil, on the other hand, shows a
stronger feeling. Linseed has been firm at
the rise, and on mixed paints the strong
disposition that we have already noted, con-
tinues. We quote:

WHITE LEAD—Best brands, Government
standard, \$6.75; No. 1, \$6.37 $\frac{1}{2}$; No. 2,
\$6; No. 3, \$5.62 $\frac{1}{2}$, and No. 4, \$5.25, all
f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs,
\$6.

RED LEAD—Firm; casks, \$5.10; in
kegs, \$5.35.

WHITE ZINC PAINT—Pure, dry, 8c.; No.
1, 6 $\frac{1}{2}$ c.; in oil, pure, 9c.; No. 1, 7 $\frac{1}{2}$ c.

PUTTY —We quote: Bulk, \$1.95; blad-
ders, in bbls., \$2.10; bladders, in cases,
\$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL — Raw, 84c.; boiled,
87c., five to nine-barrels, 1c. less, ten

and twenty-barrel lots open, net cash, plus
2c. for 4 months. Delivered anywhere in
Ontario between Montreal and Oshawa at
2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 68c.; two to
four barrels, 69c.; five barrels and over,
open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.20 to \$1.40 per
gallon.

CASTOR OIL—Firm; 8 $\frac{3}{4}$ to 9 $\frac{1}{4}$ c. in whole-
sale lots, and $\frac{1}{2}$ c. additional for small lots.

SEAL OIL—47 $\frac{1}{2}$ to 49c.

COD OIL—32 $\frac{1}{2}$ to 35c.

PARIS GREEN—Demand fair at firm prices;
1-lb. packets, 19 $\frac{1}{2}$ c., and drums, 18 $\frac{1}{2}$ c.

NAVAL STORES—A more active busi-
ness has been done in naval stores, and
prices generally rule steady. Resins,
\$2.75 to \$4.50, as to brand; coal tar,
\$3.25 to \$3.75; cotton waste, 4 $\frac{1}{2}$ to 5 $\frac{1}{2}$ c.
for colored, and 6 to 7 $\frac{1}{2}$ c. for white
oakum, 5 $\frac{1}{2}$ to 6 $\frac{1}{2}$ c., and cotton oakum,
10 to 11c.

GLASS.

This market continues quiet and feature-
less. We quote as follows: First break, \$2;
second, \$2.10 for 50 feet; first break, 100
feet, \$3.80; second, \$4; third, \$4.50;
fourth, \$4.75; fifth, \$5.25; sixth, \$5.75,
and seventh, \$6.25.

PETROLEUM.

Unchanged: We quote: "Silver Star,"
jobbers, 16 $\frac{1}{2}$ c.; retail, 17 $\frac{1}{2}$ c.; "Imperial
Acme," 17 $\frac{1}{2}$ and 18 $\frac{1}{2}$ c.; "S. C. Acme,"
19 and 20c.; "Astral," 20 and 21c.

HIDES.

As last quoted: Beef hides, 8c. for No.
1; 7c. for No. 2, and 6c. for No. 3. Cal-
skins, 9c. for No. 1, and 7c. for No. 2.

MONTREAL NOTES.

The Canada Paint Co. are experiencing
a sensational inquiry for their new brand of
liquid floor paints, "The Khaki." The
color seems to have "caught on," as the
Yankees say, and the departure from the
stereotyped yellow floor paints is much
appreciated.

ONTARIO MARKETS.

TORONTO, July 6, 1900.

HARDWARE.

THE wholesale hardware trade does not
present any particularly new features
since our last review. If anything,
the volume of business is a little better, and
quite a lot of letter orders have been coming
in since the beginning of the month. Pay-
ments are, on the whole, fair. The most
unsatisfactory feature about the situation at
the moment is the poor crop outlook in

Manitoba. There is very little being done in barbed or galvanized wire, and business is not as active as it was in oiled and annealed wire. Wire nails are quiet. There is very little doing in cut nails. Horseshoes and horse nails are both quiet. Business in screws, bolts, rivets and burrs is steady. Quite a few harvest tools are going out, and a little is being done in spades and shovels. Quite a few screen doors and windows are going out, and a little is being done in green wire cloth. A nice business is to be noted in cutlery, and some shipments are being made in guns. A moderate business is to be noted in rope, and, while in binder twine business is not active, a better trade is looked for later in the season on account of the lightness of stocks in retailers' hands.

BARBED WIRE—A few orders are coming in, but business in this line amounts to very little. Prices are unchanged at last week's decline. We quote f.o.b. Cleveland \$2.95 in carlots, and \$3.05 in less than carlots; f.o.b. Toronto, \$3.25 in less than carlots.

GALVANIZED WIRE—There is very little business being done, but prices are without change. We quote from Toronto: No. 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$5.10; No. 16, \$5.15. The f.o.b. price Cleveland for No. 69 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—There is still some business being done in oiled and annealed wire, but the demand continues to fall off. In hay baling wire there is practically nothing doing. The base price is unchanged at \$3.10 per 100 lb.

WIRE NAILS—Although business appears to be a little better than it was, there is still but very little doing in wire nails. The base price is unchanged at \$3.10 for carlots and \$3.20 for small lots.

CUT NAILS—There is scarcely anything doing in cut nails. The price remains as before at \$2.85 base Toronto, Hamilton, London and Belleville.

HORSESHOES—Trade is quiet and featureless and prices without change. We quote f.o.b. Toronto, Hamilton, London and Guelph: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

HORSE NAILS—These are also decidedly quiet. Discount 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia,

Our Handsome Sheet Metal Fronts

GIVE SPLENDID
SATISFACTION.

We make them complete to suit buildings of any shape or size, including cornices, door and window caps, etc.

They are easily applied, cost but little, and are fireproof as well as durable, and of fine appearance.

They're extensively used for improving old buildings as well as for new ones.

Estimates given on receipt of outline showing shape and measurements of your building.

METALLIC ROOFING CO., Limited KING and DUFFERIN STREETS, Toronto.
Wholesale Manufacturers.

SCREWS—A good steady trade is still to be noted in screws. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—Trade is keeping up well in this line and prices remain as before. We quote: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3¼c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS AND BURRS—Trade is steady but without any new feature. We quote: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

ENAMELED WARE—As is usual at this time of the year, a good business is being done in enameled ware, particularly in preserving kettles.

ROPE—A fairly good business is being done in rope, although the orders are not, as a rule, large. A little hay-fork rope is in demand this week. The base price is unchanged, at 11c. for sisal, and 15c. for manila.

BINDER TWINE—Business is not brisk, but a better trade is looked for later on as stocks in the country are not, as a rule,

large. We quote pure sisal at 9½c., mixed at 10c., and pure manila (650 yards), 13c.

SPADES AND SHOVELS—There are a few going out, but trade is not active. Discount, 40 and 5 per cent.

HARVEST TOOLS—Scythes, Snaths, cradles, and goods of that sort are going out well. Discount, 50, 10 and 5 per cent.

POULTRY NETTING—A little is being done in a sorting-up way at the discount of 40 and 5 per cent.

ICE CREAM FREEZERS—The demand for ice cream freezers is still good. Trade in this line is keeping up remarkably well.

SCREEN DOORS AND WINDOWS—These are still going out fairly well for this time of the year, but trade is evidently pretty well over as far as the wholesale trade is concerned.

GREEN WIRE CLOTH—Much the same remarks apply to this line as to screen doors and windows, for, although there is still some business being done, the trade is evidently pretty well supplied.

CUTLERY—Some nice sorting-up orders have been received during the week, and among the shipments made have been some fairly good ones to British Columbia.

SPORTING GOODS—There are some guns going out this week, but they are principally on account of orders previously taken.

CEMENT—Though the local market has slackened since last week, there is still a heavy demand both here and at outside points at unchanged and steady prices. We quote as follows in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

GAS AND OIL STOVES—The demand for gas stoves is falling off. The same may be said in regard to oil stoves. The demand for the latter has been particularly good this season and the wholesale trade is looking for a little further spurt.

FALL SPECIALTIES—There have been quite a few shipments the past week of lanterns and elbows, orders for which were, in some instances, booked four or five months ago for shipment on July 1.

METALS.

No particularly striking features have developed during the past week, although tin has been characterized by a good deal of firmness. The demand has been most active in tinplates and galvanized sheets.

PIG IRON—The market is still weak, although buyers report that when they want to purchase they cannot procure supplies at as low prices as the condition of the market would seem to warrant. One large Canadian buyer, who has had a surplus for sale, does not appear to be as anxious to sell as he was a few weeks ago. The nominal price for No. 1 Foundry iron is \$22.50, and for No. 2, \$22.

BAR IRON—There is very little doing, and the feeling is rather easy in regard to prices. We quote \$2.30 to \$2.35 base.

HOOP STEEL—A steady trade is to be noted at \$3.25 base.

PIG TIN—The market has ruled strong, and local quotations are 1c. higher at 36c. per lb. There is some difference in the reports of jobbers in regard to the demand, some experiencing a good business while others say that their experience is somewhat to the contrary.

TINPLATES—There is a good demand for tinplates, and the quantities going out are of fair proportions. There is no change in prices.

TINNED SHEETS—Trade has picked up considerably during the past week, although the movement is not yet large.

GALVANIZED SHEETS—Trade is, on the whole, fairly good, and apparently rather better than it was a week ago. Prices remain unchanged at \$5.10 for English, and \$4.75 for American.

BLACK SHEETS—Trade has been good during the past week, and prices unchanged, the base figure still being \$3.60.

IRON PIPE—The important feature in regard to iron pipe is the fixing of a uniform discount and the abolition of the net figures. Discounts are now as follows: Black pipe, $\frac{1}{4}$ to $\frac{3}{8}$ inch, 40 per cent.; $\frac{1}{2}$ inch, 60 per cent.; $\frac{3}{4}$ to 2 inch, 66 $\frac{2}{3}$ per cent.; larger sizes, 50 and 5 per cent. Galvanized pipe: $\frac{1}{2}$ inch, 40 per cent.; $\frac{3}{4}$ to 2 inch, 50 per cent. These prices are for carlots and f.o.b. Montreal. For small lots, 10 per cent. is added. The demand for iron pipe is a

little better than it was, although the volume of business is not large.

LEAD PIPE—Business is fair. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

LEAD—There has been more inquiry for lead, and a better business has been done. We quote 5 to 5 $\frac{1}{4}$ c. per lb.

SOLDER—While trade has slackened off a little during the past week, business is fair. We quote: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20 $\frac{1}{2}$ c.

ANTIMONY—The demand is moderate. We quote: Cookson's 11 to 11 $\frac{1}{2}$ c. per lb.

CANADA PLATES—There is practically nothing doing in Canada plates, but prices are as before. We quote: All dull, \$3.50; half-polished, \$3.60, and all bright, \$4.

COPPER—A little trade has been done during the past week in ingot copper and there has been a fair demand for sheet copper. We quote ingot at 19 $\frac{1}{2}$ to 20c., and sheet at 23 to 23 $\frac{1}{2}$ c.

BRASS—Trade is a little more active in this line. Discount on roll and sheet is still 10 per cent.

ZINC SPelter—Business has been moderate in this line during the past week. We quote 7 to 7 $\frac{1}{4}$ c. per lb.

SHEET ZINC—Trade has been good in this line, although it is more in the way of future delivery than for prompt shipment. A few orders have been booked during the past week for cask lots, shipments to be made September 1. We quote: 7 $\frac{1}{2}$ c. per lb. for casks, and 7 $\frac{3}{4}$ c. per lb. for part casks.

PAINTS AND OILS.

The market has opened up fairly well for the present month. There is a brisk demand for paris green, and liquid paints have become stiffer, though neither have changed in price. Reports from England show a possibility of higher prices in linseed oil, as a great scarcity is expected, and the price it is sold for to-day is equal to the cost to lay down from Liverpool. Prices are thought by some dealers, likely to be maintained until September, when Canadian oil should be plentiful. Present rates as quoted from Liverpool make raw oil cost 87c. net cash in Toronto. Some Canadian buyers have disposed of their purchases in England instead of shipping them to Canada, as oil bought early in the season over there can be sold again to great advantage at present prices. Turpentine fluctuates a little but there is a feeling that bottom prices have been reached. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87 $\frac{1}{2}$; No. 1, \$6.50; No. 2, \$6.12 $\frac{1}{2}$; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

RED LEAD—Genuine, in casks of 560

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

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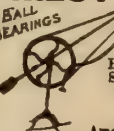
With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

Ball Bearings



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name. . .

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

THARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 71c.; two to four barrels, 70c., delivered to outside points. Toronto, Hamilton, London, Sarnia, Walkerville, Chatham, Dresden, Wallaceburg and Amherstburg, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There is a better movement this week, a good number of import orders arriving. Prices are unchanged, however. We quote first break locally: Star, in 50 foot boxes, \$2.25, and 100-foot boxes, \$4.00; double diamond under 25 united inches, \$6.00, Toronto. Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL

There is nothing doing whatever, the market continuing very flat. Prices are nominal and unchanged. We quote jobbers' prices: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chokered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETTE," suitable for Advertising Tablets, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, engraved, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens" Telephone No. 68 St. Helens.

"NOT IN THE TRUST."



Lord Roberts and Bader
Powell Souvenir Spoons
made only in Sterling Silver,

at \$2.40 per dozen net.
The name of a place
etched in bowls of same
adds \$2.40 per dozen net
to the price.

Returned 5-1900
The Toronto Silver Plate Co.
LIMITED

Silversmiths and Manufacturers

— of —
Electro Silver Plate.

Factories and Salesrooms:

King St. West, Toronto, Canada.

E. S. GOODERHAM, Managing Director.



brass, 10c.; heavy red scrap brass, 10½c.; scrap lead, 2¾c.; zinc, 2½c.; scrap rubber, 5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

PETROLEUM.

The market is brisk for the time of year. There is not much coal oil, however, and prices remain as follows: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, 17½c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

COAL.

There is a good market, quite a number of shipments being made. There is an advance of about 25c. per gross ton this week for July shipments. Our quotations for

anthracite on cars at Buffalo and bridges are: Nut, egg and stove, \$4.50 per gross ton, or \$4.01 per net ton; grate, \$4.25 per gross ton, or \$3.79 per net ton.

MARKET NOTES.

A great scarcity of linseed oil is expected. Pig tin is 1c. per lb. higher at 36c. per lb. Coal is 25c. higher per gross ton for July shipments.

Wrought iron pipe is now quoted at discount figures instead of net prices.

The Marine Iron Works, Victoria, B.C., are being enlarged and new machinery and stock are being put in by their new owner, Andrew Gray.

MANITOBA MARKETS.

WINNIPEG, July 2, 1900.

TRADE is very fair, considering the state of doubt the country is in. The only price changes for the week are decline in rope. Manila is now quoted at \$15, and sisal at \$11.50. Discount on files is now 70 and 10. We quote:

Barbed wire, 100 lb.	\$4 00
Plain twist	4 00
Staples	4 50
Oiled annealed wire	10 12
"	11 4 19
"	12 4 25
"	13 4 40
"	14 4 52
"	15 4 65
Wire nails, 30 to 60 dy, keg.	4 00
" 16 and 20	4 05
" 10	4 10
" 8	4 15
" 6	4 30
" 4	4 35
" 3	4 40
Cut nails, 30 to 60 dy.	3 20
" 20 to 40	3 25
" 10 to 16	3 30
" 8	3 35
" 6	3 40
" 4	3 70
" 3	3 95
Horseshoes, 45 per cent discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1.	5 20
No. 2 and larger	4 95
Bar iron, \$3.10 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX	13 00
" LXX	15 00
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	9 00
Broken lots	9 50
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	11 50
" 3/4	12 00
" 1/2 and 5-16	12 50
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 50
Solder	25 1/2
Cotton Rope, all sizes, lb.	16
Axes, chopping	\$ 7 00 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round	70 p.c.
Flat	70 p.c.
Round	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage 5-16 and smaller.	42 1/2 p.c.
3/4 and larger	37 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron.	37 1/2 p.c.
Copper, No. 8, lb.	33 1/2 p.c.
Spades and shovels.	40 p.c.
Harvest tools.	50, 10 and 5 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 65
No. 1.	1 25
Linseed oil, raw, per gal.	81
" boiled	78

Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.	30 p.c.
" military.	15 p.c.
American R.F.	40 p.c.
C.F. pistol.	10 p.c.
C.F. military.	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge.	16 50
chilled, 12 gauge.	18 00
soft, 10 gauge.	21 00
chilled, 10 gauge.	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	7 25
Chilled.	7 50
Powder, F.F., keg.	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned.	75 and 2 1/2 p.c.
" plain.	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.
Turpentine, by barrel.	87c.
Less than barrel.	89c.

ELASTIC CARBON PAINT.

The Atlantic Refining Co., of Toronto, manufacture a paint which, for all-round durability, is certainly very hard to excel. The "Elastic Carbon" paint, as it is called, is guaranteed to be both fire and water-proof. Used on any material whatever, it prevents rust from forming, and can be used satisfactorily to patch leaks or holes. As its name implies, its elastic properties keep it from being affected by changes in climate. In making old roofs water-proof this paint does wonders, and is guaranteed to last on a roof five years. It is made altogether in black, a color suitable to roofing, metal work, etc., and is manufactured ready for use, requiring no mixing or thinning. So much is claimed and guaranteed for this paint that one cannot doubt its wonderful properties. The Atlantic Refining Co. have now been manufacturing it for three years, and a large number of testimonials from those who have used it is the result. It is rapidly growing more and more popular all over the country, as may be deduced from the fact that The Atlantic Refining Co. have just shipped several carloads to British Columbia and to Nova Scotia.

MACHINISTS' WAGE SCALE.

The decision of Col. John I. Davidson, who was arbiter in the matter of machinists' wages in Toronto, has been given out, and is in effect, as follows: That 10 per cent. increase should be paid, that a minimum rate of 20c. per hour should be established, and that all work overtime should be paid for at the rate of time and a quarter up till 12 o'clock, and double time after that; Saturday afternoons to be considered overtime. This award is binding on both sides for one year.

G. Vallance, of Wood, Vallance & Co., wholesale hardware dealers, Hamilton, Ont., is, in company with Mrs. Vallance and the firm's British Columbian representative, making a tour through the Pacific Province.



KHAKI



*"Fortunes are made by
"a pioneer who provides for
"the public something it lacks
"and yet requires."*

The country demands a
change in the color of

FLOOR
PAINT

The New Color



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is a rapid seller—

**Covers well—
Does not show the Dust—
Durable and Permanent.**

The
IDEAL PAINT for
lasting qualities and
economy.

SOLE MAKERS

THE
CANADA **PAINT** CO'Y,
LIMITED

MONTREAL AND TORONTO



KHAKI





**Ontario Nut Works, Paris
BROWN & CO.**
Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon

AUCTION SALE.

**Kingston
Locomotive Works**
The Real Estate, Plant and Machinery of
**THE CANADIAN LOCOMOTIVE & ENGINE
COMPANY, Limited,**

in Liquidation, situate in the City of Kingston,
Ontario, will be offered for

SALE BY AUCTION
At 3 p.m., on ...

TUESDAY, 10th JULY NEXT

on the premises, Ontario Street, with the approba-
tion of His Honor, Judge Price, Official
Referee; by J. A. Salter,
Auctioneer.

The property, comprising about 201,600 square feet, is
most admirably situated in the centre of the business part
of the city and consists of the following substantial stone
buildings: Machine shop, 204 x 55, two storey; erecting
shop, 122 x 64, two storey; smithy, 148 x 73, high; mould-
ing shop, 123 x 73, high; boiler shop, 180 x 50, two storey;
carpenter shop, 141 x 80, one storey and scaffolding in
part; store house, 80 x 64, two storey; wooden buildings
paint shop, 62 x 18, two storey; iron clad tank shop, 292 x
50, high; iron clad coal and coke shed, one storey; (the
foregoing dimensions are approximate); with fine docks
good railway connection and with a plant specially adapted
for building locomotives, engines, boilers, also for general
engineering and foundry work.

The purchaser shall pay a deposit of \$4,000, one-third
of the purchase money is to be paid within one month
thereafter, and the balance at end of six months with
interest from date of sale.

There will be one reserve bid.

Further terms and conditions to be made known at time
of sale.

Particulars, with plans, inventories, etc., may be
obtained at the Works, Kingston, or on application at the
office of Riddell & Company, Merchants Bank Building,
Montreal.

A. F. RIDDELL, (27)
K. W. BLACKWELL,

Dated June 19, 1900. Joint Liquidators.

BUSINESS NEWS

of any kind that is of value to business men
supplied by our Bureau. We can give you
market quotations from any town in Can-
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Telephone Main 1255.

28 Front St. West, Toronto. Telephone 2148

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

**Diamond
Adjustable Cook
Stove Damper**

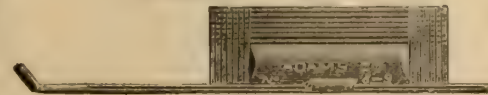
Patented March 14th, 1893.



Patented December 1st, 1890.

EXTENDED.
4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.



Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**
A. R. WOODYATT & CO., Guelph, Ontario.

HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of **High Grade REVOLVERS**

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere



Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of
HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

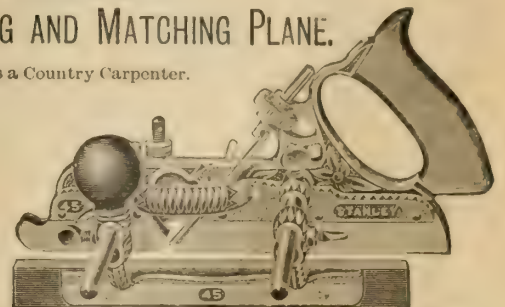
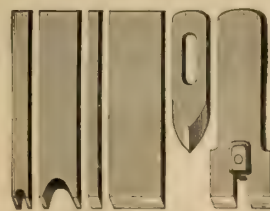
TRADE



MARK

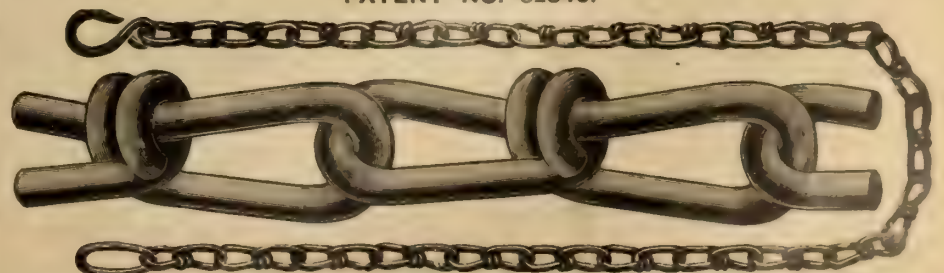
STANLEY'S ADJUSTABLE BEADING, RABBET, SLITTING AND MATCHING PLANE.

"A Planing Mill within itself,"—says a Country Carpenter.



No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., \$8.00
SOLD BY ALL HARDWARE DEALERS.

BROWN'S PATENT STEEL WIRE CHAIN. PATENT NO. 32840.

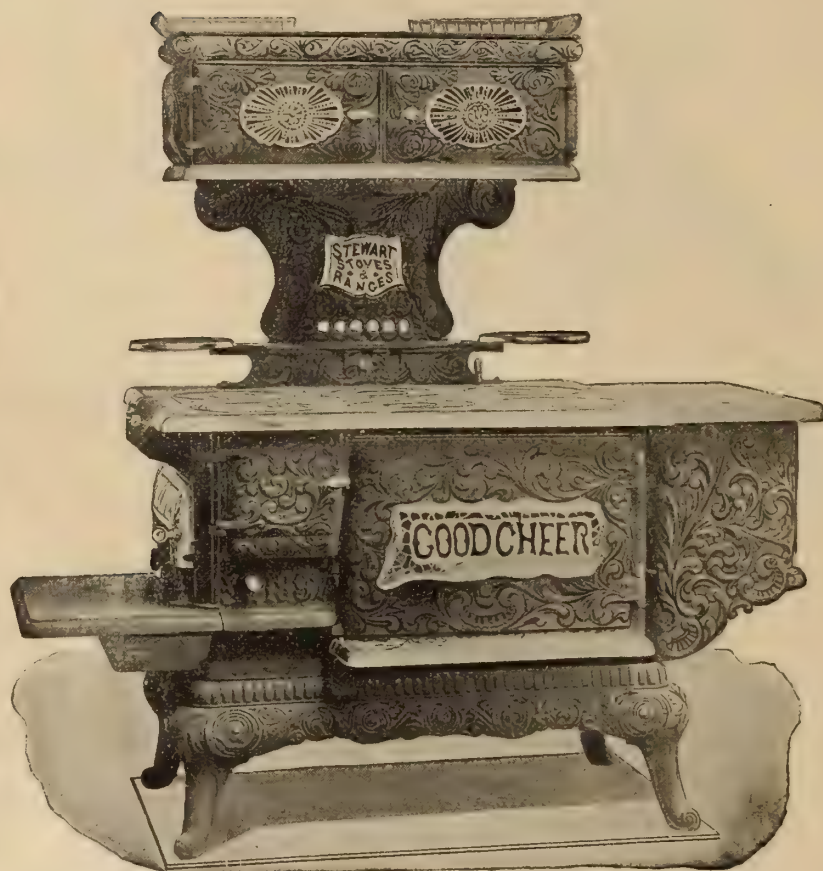


If you are interested in chains examine carefully the perfect mechanical construction of the Brown's. It is the most
perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace
Chains, etc. You will make no mistake in handling our line exclusively.

THE B. GREENING WIRE CO., LIMITED
Hamilton and Montreal.

"GOOD CHEER"

GOOD
CHEER



LINE OF

Ranges
Coal Cooks
Wood Cooks
Base Burners
Todd Heaters
Round Oaks
Air Tights

Etc., Etc.

Guaranteed first-class in
every particular.

New Catalogue now in printer's hands. Write
us for a copy if you wish to handle the
LEADERS for 1900.

MANUFACTURED BY

THE JAS. STEWART MFG. CO.

LIMITED

WOODSTOCK, ONT.

REPRESENTED BY

J. H. ASHDOWN,

WINNIPEG, MAN.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

13 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyt & Fairbank**

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers.
Montreal
Price Lists on application



E. T. WRIGHT & CO.
Hamilton, Ont.

WRIGHT'S
Ask your Jobber for

The only genuine
Cold Blast Lantern made.

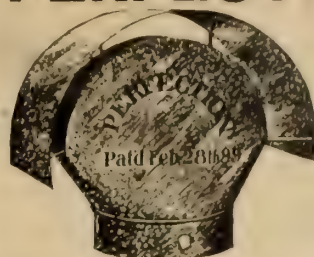
**"JARDINE"**

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

PERFECTION VENTILATOR

New, Simple, Ornamental, Effective
and Storm Proof. The RIGHT THING
to produce perfect ventilation.

WRITE FOR PRICES TO

BERGER BROS. CO.

231-237 Arch St.,

PHILADELPHIA

Patented Feb. 28, 1899.

MANUFACTURERS

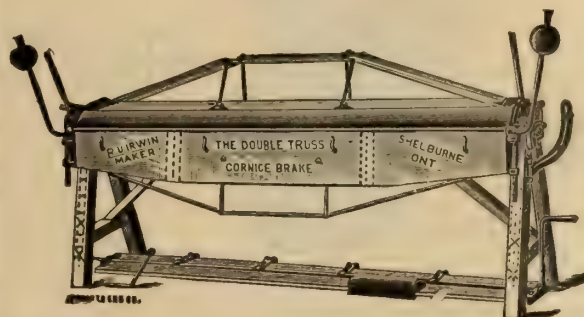
Babbitt Metals . . .
Tinner's and Plumbers' Solder
Ingot Brass, etc.

IMPORTERS AND DEALERS

Pig Tin, Pig Lead
Ingot Copper . . .
Antimony, etc.

SYRACUSE SMELTING WORKS.

Factories: MONTREAL,
and SYRACUSE, N.Y.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co.** **SHELBURNE, ONT.**

STEVENS FINE TOOLS

We make a perfect line
of

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool Makers'
Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also
a valuable hand-book of information for mechanics and people interested in
such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.

**HUTCHISON, SHURLY & DERRETT**

**DOVERCOURT
TWEINE MILLS.**

**1078 BLOOR STREET WEST
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

**Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.**

WINNIPEG TRAVELERS' PICNIC.

The travelers of Winnipeg and their families enjoyed their first annual outing on June 25. It took the form of a picnic at Elm Park, and was a decided success in every way. A programme of sports, etc., was enthusiastically entered into. One feature of the day's outing was a baby show, in which three happy papas undertook the very trying work of judging between the infant competitors. The success of the picnic was due, in a great measure, to Mr. J. H. Dickie, president of the association; Mr. J. Horne, vice-president, and Mr. A. Veitch, the treasurer. After supper, speeches by the president and Mr. D. M. Horne wound up the day's outing, and the party returned to the city.

THE HUSTLER.

If you toot your little whistle
And then lay aside your horn,
There is not a soul will ever know
That such a man was born.
The man who owns his acres
Is the man who plows all day,
And the man who keeps a-humping
Is the man who makes it pay.
The man who advertises
With a short and sudden jerk
Is the man who blames the printer
Because it didn't work.
The man who gets the business
Uses brainy printers' ink,
Not a cutter and a splutter,
But an ad. that makes you think,
And who plans his advertisements
As he plans his well-bought stock,
Has the future of his business
Just as solid as a rock.

—American Stationer.

INQUIRIES FOR CANADIAN PRODUCTS.

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, recently received the following inquiries:

1. A manufacturer of brass furniture and other fittings, asks for names of Canadian importers who would be willing to handle these lines.
2. A Hull, Yorkshire, firm of fruit importers would like to hear from Canadian shippers of apples and other fruit, for which they report a good distributing market.

HORSE SENSE IN ADVERTISING.

There is a bicycle (I don't remember the name of it) that has been very largely advertised as the "go-lightly" kind.

I don't know what kind of a wheel it is, whether it is good, bad, or indifferent, but I wouldn't ride one as long as it was advertised in such a silly fashion. The expression is really meaningless. There are so many good bicycles that it cannot be truthfully said that any one is distinctly the most easy running.

The "go-lightly kind" is a toy expression. It must have originated in the alleged

brain of a man who is continually trying to do something smart.

Smartness isn't good advertising. Some of the smartest things are the worst advertising. Good, old, hard horse sense is the best thing to use in advertising. It wins in the long run, and it frequently wins in the short run, too.—Chas. A. Bates.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL.

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE
BASKET CO.

**AS GOOD AS THE
BEST, AND BETTER
THAN MOST.**

Send for Catalogue
and
Price List.

The Bailey

Cutlery Co.

BRANTFORD, CAN.

**ROUND RE-ACTING
WASHER**

Quickest selling Washing Machine on the market.
None more satisfactory to dealers or users.
Every home requires a good Washing Machine.
Every Merchant should handle them.
Prices and full particulars on application.

THE . . .
Dowsell Manufacturing Co.

Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son,
Montreal, Que.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Dredging, Collingwood, Ont.," will be received at this office until Friday, the 1st July, 1900, inclusively, for dredging in the Harbour of Collingwood, Ont., according to a plan and combined specification and form of tender to be seen at the office of H. A. Gray, Esq., Engineer in charge Harbour and River works for Ontario, Confederation Life Building, Toronto, on application to the Postmaster at Collingwood, Ont., and at the Department of Public Works, Ottawa.

Persons tendering are notified that tenders will not be considered unless made on the forms supplied and signed with their actual signatures.

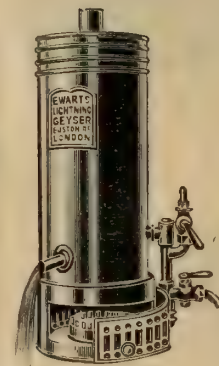
Each tender must be accompanied by an accepted bank cheque made payable to the order of the Honourable the Minister of Public Works, for five thousand (\$5,000.00) dollars, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
JOS. R. ROY,
Acting Secretary.

Department of Public Works, }
Ottawa, June 21st, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (28)



**HOT WATER
INSTANTLY,
NIGHT OR DAY.**

Boiling Water
in a Minute.

Hot Bath When Wanted

**EWART'S
"LIGHTNING"
GEYSER**

FOR GAS OR OIL.

346 EUSTON ROAD,
LONDON, ENGLAND.
Illustrated Price List Free.

CANADA IRON FURNACE CO.,

Manufacturer of Limited

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.
Lac a lac Tortue.Three Rivers.
Grand Piles.

We Manufacture

AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

Geo. E. Drummond,

Managing-Director and Treasurer

James Warnock & Co., - Galt, Ont.

CURRENT MARKET QUOTATIONS.

July 6, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 35
Straits 0 35

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box
I.C., usual sizes \$7 00
I.X. 8 50
I.X.X., " 10 00

Famous—
I.C. 7 50
I.X. 8 51
I.X.X. 9 50

Raven & Vulture Grades—
I.C., usual sizes 5 25
I.X. 6 25
I.X.X. 7 25
I.X.X.X. 8 25
D.U., 12½x17 4 75
D.X. 5 50
D.X.X. 7 50

Coke Plates—Bright

Bessemer Steel—
I.C., usual sizes 4 60
I.C., special sizes, base. 4 85
20x28 9 50

Charcoal Plates—Terne

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 9 50
I.X., Terne Tin 11 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60 " } 0 07
" 14x65 " } 0 07½

Tinned Sheets.

72x30 up to 24 gauge. 0 08
" 26 " 0 08½
" 28 " 0 09

Iron and Steel.

Common Bar per 100 lbs. Base Price
Refined " 2 30
Horse Shoe Iron " 2 85
Hoop steel, 1½ to 3 in. base, 2 70
extras for smaller sizes 3 25

Swedish " 4 00
Sleigh Shoe Steel " base 4 25
Tire Steel 2 80
Machinery 3 25
Cast Steel, per lb 0 10
The Calk Steel 0 14
Russian Sheet, per lb 0 10½
Tank Plates, 1-5 and thicker. 3 00
Boiler Rivets 4 50

Boiler Tubes.

1½-inch 0 13
2 " 0 15
3 " 0 18
3½ " 0 19

Steel Boiler Plate.

½ inch 3 25
3-16 inch 3 40
¾ inch and thicker. 3 25

Black Sheets.

18 gauge 3 20
20 " 3 20
22 to 24 " 3 30
26 " 3 40
28 " 3 60

Canada Plates.

All dull, 52 sheets 3 50
Half polished 3 60
All bright 4 00

Iron Pipe.

Discounts are as follows—Black pipe, ¼ to ¾ in., 40 per cent. ½ in., 60 per cent. ¾ to 2 in., 66½ per cent. larger sizes, 50 and 5 per cent. Galvanized pipe, ¼ in., 40 per cent. ½ to 2 in., 50 per cent. Prices are f.o.b. Montreal for car lots; smaller quantities, 10 per cent. higher.

Galvanized Sheets.

16 gauge G.C. Comet. Amer. Queen's Head
18 to 24 gauge 4 60 4 20 4 50 4 35
26 " 4 85 4 45 4 50 4 85
28 " 5 10 4 70 4 75 5 10
Less than case lots, 15c. per 100 lb. additional
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb
" ¼ " " 8 50
" ½ " " 6 00
" ¾ " " 5 45
" 1 " " 5 15
" 1½ " " 5 00
" 2 " " 4 80
" 3 " " 4 75

Halter, kennel and post chains, 40 and 50 p.c.
Cow ties 40 p.c.
Stall fixtures 35 p.c.
Trace chain 25 and 5 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.

Ingot

English B.S., ton lots 0 19½
Lake Superior 0 20½
Bolt or Bar.
Cut lengths, round, ½ to 1 in. 0 23½
round and square 0 25
1 to 2 inches. 0 23½

Sheet.

Untinned, 14 oz. and light, 16 oz., 14x48 and 14x60 0 23
Untinned, 14 oz. and light, 16 oz., irregular sizes. 0 23
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Tinned copper sheets 0 26
Planished 0 32

Braziers (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb. 0 25½
35 to 45 " 0 24½
50-lb. and above, " 0 23½

Boiler and T.K. Pitte.
Plain Tinned, per lb 0 28
Spun, per lb 0 32

Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.
Sheets, hard-rolled, 2x4 0 24
Tubing, base, per lb. 0 25

Zinc Spelter

Foreign, per lb 0 07
Domestic " 0 07½

Zinc Sheet.

5 cwt. oaks 0 07½
Part oaks 0 07½

Lead.

Imported Pig, per lb 0 05
Bar, 1 lb. 0 05½
Beets, 2¼ lbs. sq. ft., by roll. 0 05½
Sheets, 3 to 6 lbs. " 0 05½
NOTE.—Cut sheets ½ cent per lb. extra
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dia. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; luck, seal and bal., \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder.

Per lb. Per lb.
Bar half-and-half 0 21
Refined 0 20½
Wiping 0 20

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 11
Pure, Assoc. guarantee, ground in oil 0 11½

White Lead.

25 lb. irons 6 87½
No. 1 do 6 50
No. 2 do 6 12½
No. 3 do 5 75
No. 4 do 5 37½
Munro's Select Flake White 7 12½
Elephant and Decorators' Pure 6 87½

Red Lead.

Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.

Elephant Snow White 0 08
Pure White Zinc 0 08
No. 1 0 06
No. 2 0 05

Dry White Lead.

Pure, casks 5 75
Pure, kegs 6 25
No. 1, casks 5 50
No. 1, kegs 6 00

Prepared Paints.

In ¼, ½ and 1 gallon tins.
Pure, per gallon 1 20
Second qualities, per gallon. 1 00
Barn (in bbls.) 0 75
The Sherwin-Williams Paints 1 35
Canada Paint Co's Pure 1 20
Sanderson Peary's Pure 1 20
Stewart & Wool's Champion Pure 1 10

Colors in Oil.

25 lb. tins, Standard Quality.
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05

Marine Black 0 09
" Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls 1 35
Yellow Ochre (J.F.L.S.), bbls 2 75
Yellow Ochre (Royal) 1 10
Brussels Ochre 2 00
Venetian Red (best), per cwt. 1 80
English Oxides, per cwt. 3 00
American Oxides, per cwt. 1 75
Canadian Oxides, per cwt. 1 75

Super Magnetic Oxides, 93 p.c. 2 00
Burnt Sienna, pure, per lb. 0 10
Umber, " 0 10
do Raw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03½

Ultramarine Blue in 28-lb. boxes, per lb. 0 08
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb 0 07

Mortar Color, per 100 lb. 1 25
English Vermillion 0 80
Pure Indian Red, No. 45, lb. 0 80
Whiting, per 100 lb. 0 55

Blue Stone.

Casks, for spraying, per lb. 0 07
100-lb. lots, do, per lb. 0 08

Putty.

Bladders in bbls. 2 10
Bladders in 100 or 200 lb. kegs or bxs 2 25
Bulk in bbls., per 100 1 55
Bulk in less quantities. 2 10
25-lb. tins, 4 in case. 2 35
12½-lb. tins, 8 in case. 2 60

Varnishes.

(In 5-gal. lots.) Per gal.
Carriage, No. 1 2 90
" body 3 30
" rubbing 4 00
Gold Size, Japan 3 00
Brown Japan 2 40
Elastic Oak 2 90
Furniture, extra. 2 40
" No. 1 1 60
Hard Oil Finish 2 70
Light Oil Finish 3 20
Demar 3 30
Shellac, white 4 40
" orange 4 00
Furniture Brown Japan 1 40
Black Japan 2 40
" No. 1 1 60

Discount—general trade discount, 50 per cent. and four months' time; special cash discount of 3 per cent. in thirty days, or 3½ per cent. spot cash.

The Imperial Varnish & Color Co's, Limited
Elastilite Varnish,
1 gal. can, each. \$2 00.

Granatine Floor Finish, per gal. \$2 00.

Maple Leaf Coach Enamels:
Size 1, 60c.; Size 2, 35c.; Size 3, 20c. each.



Linseed Oil.

Raw. Boiled.
1 to 4 bbls delivered. \$0 86
5 to 9 bbls " 85

Montreal, Toronto, Hamilton, Quebec, London, Ottawa, Kingston and Guelph, 2c. less.

Turpentine.

Single barrel, freight allowed ... 0 77
2 to 4 barrels 0 75
Toronto, Hamilton, London, Guelph, 2c. less

Castor Oil.

East India, in cases, per lb. 0 10
" small lots 0 11

Cod Oil, Etc.

Cod Oil, per gal. 0 50
Pure Olive 1 20
" Neatsfoot 80

Glue.

Common 0 08
French Medal 0 14
Cabinet, sheet 0 12
White, extra 0 18
Gelatine 0 25
Strips 0 15
Coopers 0 19
Huttner 0 18

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.

Ammunition.

B. B. Caps, Dom., 50 and 5 per cent.
 Rim Fire Pistol, dia. 45 p. c., Amer.
 Rim Fire Cartridges, Dom., 50 and 5 p. c.
 Rim Fire, Military, net list, Amer.
 Central Fire Pistol and Rifle, 18 p. c. Amer.
 Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
 Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
 Central Fire, Military and Sporting, Amer. net list. B. B. Caps, discount 45 per cent. Amer.
 Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.
 Brass Shot Shells, 55 and 10 per cent.
 Primers, Dom., 30 per cent.

Wads. per lb.
 Best thick white felt wadding, in 3/4-lb. bags, 1 00
 Best thick brown or grey felt wads, in 1/2-lb. bags, 0 70
 Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
 Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
 Best thick white card wads, in boxes of 500 each, 8 gauge, 0 53
 Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
 Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
 Thin card wads in boxes of 1,000 each, 8 gauge, 0 25
 Chemically prepared black edge grey cloth wads, in boxes of 250 each—
 11 and smaller gauge, 0 60
 9 and 10 gauges, 0 70
 7 and 8 gauges, 0 90
 5 and 6 gauges, 1 10
 Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
 11 and smaller gauge, 1 15
 9 and 10 gauges, 1 40
 7 and 8 gauges, 1 65
 5 and 6 gauges, 1 90

Adzes.
 Discount, 20 per cent.

Anvils.

Per lb. 10 0 12 1/2
 Anvil and Vise combined 4 50
 Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2
 Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
 Single bit, per doz. 5 50 10 00
 Double bit, 12 00 18 00
 Bench Axes, 40 and 15 p. c.
 Broad Axes, 33 1/2 per cent.

Hunters' Axes 5 50 6 00
 Boy's Axes 5 75 6 75
 Splitting Axes 6 50 12 00
 Handled Axes 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
 Best quality, 13 00 15 00

Bath Tubs.

Zinc 3 90 4 00
 Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled, 30 00
 5 1/2-inch rolled rim, 1st quality, 22 00

Anti-Friction Metal.

Tandem "A" 0 27
 "B" 0 21
 "C" 0 11 1/2
 Magnolia Anti-Friction Metal, per lb. 0 25

Bells.

Hand.

Brass, 60 per cent.
 Nickel, 55 per cent.

Cow.

American make, discount 68 per cent.
 Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargent's, 5 50 8 00
 "Peterboro", discount 27 1/2 per cent.

Farm.

American, each, 1 25 3 00
 House, 0 35 0 40

Bellows.

Hand, per doz., 3 35 4 75
 Moulders, per doz., 7 50 10 00
 Blacksmiths', discount 40 per cent.

Belted.

Extra, 50 and 10 per cent.
 Standard, 60 per cent.

No. 1 Agricultural, 60 and 10 p. c.

Rits.

Auger.

Gilmour's, discount 50 and 10 per cent.
 Rockford, 50 and 10 per cent.

Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz., 0 65 0 90
 Diamond, Shell, per doz., 1 00 1 50
 Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts. Per cent.

Norway Bolts, full square, 65
 Common Carriage Bolts, all sizes, 50
 Machine Bolts, all sizes, 52 1/2
 Coach Screws, 65
 Sleigh Shoe Bolts, 70
 Blank Bolts, 52 1/2
 Bolt Ends, 62 1/2
 Nuts, square, 3 1/2 c. off
 Nuts, hexagon, 4 c. off
 Tapping Nuts, 60
 Tire Bolts, 60
 Stove rods, per lb., 5 1/2 to 6 c.
 Plough Bolts, 10

Boot Calks.

Small and medium, ball, per M., 4 25
 Small heel, per M., 4 50

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.
 Reversible, dis., 65 to 67 1/2 per cent.

Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, 6 00
 Henis, No. 9, 7 00
 Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
 American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
 Tarred lining, per roll, 0 40
 Tarred roofing, per 100 lb., 1 60
 Coal Tar, per barrel, 3 50
 Pitch, per 100-lb., 0 80
 Carpet felt, per ton, 45 00

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.

Loose Pin, dis. 60 and 10 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50
 Bullard's, per doz., 6 50 10 00

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.

Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 80 3 00
 English, 3 00 3 00
 Belgian, 2 75 3 00
 Canadian hydraulic, 1 00 1 10

Chalk.

Carpenters, Colored, per gross, 0 45 0 75
 White lump, per cwt., 0 60 0 65
 Red, 0 05 0 06
 Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.

Warnock's, dis. 70 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
 No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
 No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
 wood frames—20c. each less than above.

Discounts: Delivered from factories, 58
 p. c.; from stock in Montreal, 56 p. c.

Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00

Emb. Ontario Syphon Jet, 8 50

Fittings, 1 00

Plain Teutonic Syphon Washout, 4 75

Emb. Teutonic Syphon Washout, 5 25

Fittings, 1 00

Plain Richelieu, 4 75

Emb. Richelieu, 5 00

Fittings, 1 25

Closet connection, 1 25

Basins, round, 14 in., 0 65

" oval, 17 x 14 in., 1 55

" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2

" 5, 22 1/2

" 6, 15

Boynton pattern, 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00

Coil, per doz., 0 88 1 60

English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.

Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37 1/2 to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

Fancets.

Common, cork-lined, dis. 35 per cent.

ELBOWS. (Storepipe.)

No. 1, per doz., 1 80

No. 2, per doz., 1 60

Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 27 1/2 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACORY MILK CANS.

Discount off revised list, 40 per cent.

FILES.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foots, 60 and 10 per cent. to 60,

10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent

revised list.

FRUIT PRESSES.

Henis', per doz., 3 25 3 50

Shepard's Queen City, dis. 15 per cent.

GLASS—Window—Box Price.

Star

Per 50 ft. Per 100 ft. Per 50 ft. Per 100 ft.

Size United Inches.

Under 26, 2 25 4 00 6 00

26 to 40, 2 30 4 35 6 65

41 to 50, 4 75 7 25

51 to 60, 5 00 7 50

61 to 70, 5 35 8 50

71 to 80, 6 75 10 50

81 to 85, 6 50 11 75

86 to 90, 7 25 14 00

91 to 95, 15 50

96 to 100, 18 00

101 to 105, 21 00

106 to 110, 24 00

111 to 115, 28 00

GAUGES.

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 35, each, 1 65 2 40

HALTERS.

Rope, 3/8 per gross, 9 00

" 1/2 to 3/4, 14 00

Leather, 1 in., per doz., 3 87 1/2 4 00

" 1 1/4 in., 5 15 5 20

Web, — per doz., 1 87 2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00

Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25

American, per gross, 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13 1/2

HANGERS. doz. pairs

Steel barn door, 5 85 6 00

Stearns, 4 inch, 5 00

" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40

No. 11 1/2, 10-ft. run, 10 80

No. 12, 10-ft. run, 12 60

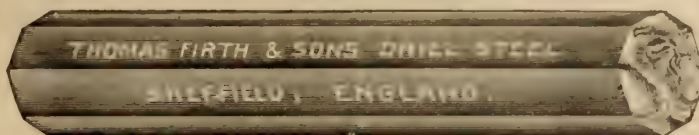
No. 14, 15-ft. run, 21 00

THOS. FIRTH & SONS, Limited, SHEFFIELD

Tool Steel and Rock Drill Steel

The Standard for past 50 years
in Canada and United States.

ALWAYS CARRIED IN STOCK.



H. W. DeCOURTENAY & Co.

Sole Agents for Canada.

476 St. Paul St., MONTREAL.

Always Specify this BRAND When Ordering.

HORSESHOES.

Iron Shoes.	No. 2	No. 1	No. 1 and larger.	No. 1 and smaller.
Light, medium, and heavy.	4 05	4 30		
Snow shoes.	4 30	4 55		
Steel Shoes.				
Light.	4 35	4 60		
Featherweight (all sizes).	5 60	5 60		
Toe weight steel shoes.		6 70		

JAPANNED WARE.
Discount, 45 and 5 per cent. off list, June 1899.

ICE PICKS.		
Star, per doz.	3 00	3 25
Brass spun, 7 1/2 p.c. dis. off new list.		
Copper, per lb.	0 30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.		
Lock, Can., dis.	27 1/2 p.c.	
Cabinet, trunk, and padlock.		
Am. per gross.		60

KNOBS.		
Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L. screw, per gross.	1 30	4 00
White door knobs—per doz.		1 25

HAY KNIVES.		
Discount, 50 and 17 per cent.		
LAMP WICKS.		
Discount, 60 per cent.		

LANTERNS.		
Cold Blast, per doz.	7 50	
No. 1 "Wright's"	8 50	
Ordinary, with O burner.	4 25	
Dashboard, cold blast.	9 50	
No. 0.	6 00	
Japanning, 50c. per doz. extra.		

LEMONG SQUEEZERS.		
Porcelain lined, per doz.	2 30	5 60
Galvanized	1 37	3 35
King, wood.	2 75	2 90
King, glass.	4 00	4 50
All glass.	1 20	1 30

LOCKS.		
Canad., dis. 33 1/2 p.c.		
Russell & Erwin, per doz.	3 05	3 25
Eagle, dis. 30 p.c.		
Padlock.		
English and Am., per doz.	50	6 00
Scandinavian.	1 00	2 40
Eagle, dis. 15 to 17 1/2 p.c.		

MACHINE SCREWS.		
Iron and Brass.		
Flat head, discount 25 p.c.		
Round Head, discount 20 p.c.		

MALLETS.		
Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each.	60	2 00

MATTOCKS.		
Canad., per doz.	8 50	1 00
MEAT CUTTERS.		
American, dis. 25 to 30 p.c.		
German, 15 per cent.		

MILK CAN TRIMMINGS.		
Discount, 25 per cent.		
NAILS.		
Quotations are:		
2d. and 3d.	3 85	4 20
3d.	3 50	3 85
4 and 5d.	3 25	3 70
6 and 7d.	3 15	3 55
8 and 9d.	3 00	3 35
10 and 12d.	2 95	3 30
16 and 20d.	2 90	3 25
30, 40, 50 and 60d. (base).	2 85	3 20
Steel Cut Nails 10c. extra.		
Miscellaneous wire nails, dis. 70 per cent.		

NAIL PULLERS.		
German and American.	1 85	3 50

NAIL SETS.		
Square, round, and octagon, per gross.	3 38	4 00
Diamond	12 00	15 00

NETTING.		
Poultry, 40 and 5 per cent. for McMillen's.		
OAKUM.		
Navy	6 00	
U. S. Navy	7 25	

OIL.		
Canada refined (Toronto)	0 13 1/2	
Sarnia Water White	0 15	
Pratt's Astral	0 18	
Sarnia, Prime White	0 14	
American w. w.	0 18 1/2	

OILERS.		
McClary's Model galvan. oil can, with pump, 5 gal., per doz.	0 00	10 00
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass,	1 50	3 50
Malleable, dis. 25 per cent.		

GALVANIZED PAIRS.		
Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.		
Flaring pairs, discount 45 per cent.		
Galvanized wash tubs, discount 45 per cent.		

PIECED WARE.		
Discount 40 per cent. off list, June, 1899.		
PICKS.		
Per doz.	6 00	9 00

PICTURE NAILS.		
Porcelain head, per gross.	1 50	3 00
Brass head,	0 40	1 00

PLANES.		
Wood, bench, Canadian dis. 55 per cent.		
American dis. 55.		
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.		
Miscellaneous, dis. 25 to 37 1/2 per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.		
English, per doz.	2 00	5 00
PLIERS AND NIPPERS.		
Button's Genuine per doz pairs, dis. 37 1/2 to 40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBERS' BRASS GOODS.		
Impression work, discount, 60 per cent.		
Fuller's work, discount 65 per cent.		
Rough stops and stop and waste cocks, discount, 60 per cent.		
Jenkins' disk globe and angle valves, discount, 55 per cent.		
Standard valves, discount, 60 per per cent.		
Jenkins' radiator valves, discount 55 per cent.		
Quick opening valves, discount, 60 p.c.		
No. 1 compression bath cock.	2 00	
No. 4	2 00	
No. 7, Fuller's	2 50	
No. 4 1/2	3 00	

PRESSED SPIKES.		
Discount, 20 per cent.		
PULLEYS.		
Hothouse, per doz.	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.	0 35	2 50

PUMPS.		
Canadian cistern	1 80	3 60
Canadian pitcher spout.	1 40	2 10
PUNCHES.		
Saddlers', per doz.	1 00	1 85
Conductors',	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

RANGE BOILERS.		
Galvanized, 30 gallons	7 25	
" 35 "	8 15	
" 40 "	9 25	
Copper, 30 "	22 00	
" 35 "	26 00	
" 40 "	30 00	
Discount off Copper Boilers 10 per cent.		

RAKES.		
Cast steel and malleable Canadian list dis. 50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RAZORS.		
Geo. Butler & Co's.	8 00	18 00
Bokers	7 50	11 00
Wade & Butcher's	3 60	10 00
Thiele & Quack's	7 00	12 00
Elliott's	4 00	18 00

REAPING HOOKS.		
Discount, 50 and 10 per cent.		
REGISTERS.		
Discount, 40 per cent.		
RIVETS AND BURRS.		
Carriage, Section, Wagon Box Rivets, etc., 50 p.c.		
Black M. Rivets, 50 p.c.		
Black and Tinned Rivets, 50 p.c.		
Extras on Iron Rivets in 1-lb. cartons, 1/2 c. per lb.		
Extras on Iron Rivets in 1/2-lb. cartons, 1 c. per lb.		
Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1 c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1 c. per lb.		
Burrs, iron or steel, 45 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.		
Canadian, dis. 35 37 1/2 per cent.		
ROPE, ETC.		
7-16 in. and larger, per lb.	11	15
3/4 in.	12	16
1/2 and 5-16 in.	12 1/2	16 1/2
Cotton base, 1/4-inch and larger	14 1/4	15
Russia Deep Sea	15 1/2	
Jute	8	
Lath Yarn	9 1/2	
New Zealand Rope	10 1/2	

RULES.		
Boxwood, dis. 75 and 10 p.c.		
Ivory, dis. 37 1/2 to 40 p.c.		
SAD IRONS.		
Mrs. Potts, No. 55, polished.	0 85	
" No. 50, nickel-plated.	90	
Usual rebate on 12 and 50 cast lots.		

SAND AND EMERY PAPER.		
Dominion Flint Paper, 4 1/2 per cent.		
B. & A. sand, 40 and 2 1/2 per cent.		
Emery, 40 per cent.		
SAP SPOUTS.		
Bronzed iron with hooks, per doz.	9 50	
SAWS.		
Hand, Disston's, dis. 12 1/2 p.c.		
S. & D., 40 per cent.		
Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
" frame only.	0 75	

SASH WEIGHTS.		
Sectional, per 100 lbs.	3 25	
Solid,	1 50	
SASH CORD.		
Per lb.	0 23	0 30
SAW SETS.		
" Lincoln," per doz.	6 50	

SCALES.		
Gurney Scales, 45 p.c.		
B. & M. Scales, 45 p.c.		
Champion, 65 per cent.		
Fairbanks Standard, 35 p.c.		
" Dominion, 55 p.c.		
Richelieu, 55 p.c.		
Chatillon Spring Balances, 10 p.c.		

SCREW DRIVERS.		
Sargent's, per doz.	0 65	1 00
SCREWS.		
Wood, F. H., iron, and steel, 80 p.c.		
Wood R. H., " dis. 75 p.c.		
" F. H., brass, dis. 75 p.c.		
Wood, R. H., " dis. 67 1/2 p.c.		
" F. H., bronze, dis. 67 1/2 p.c.		
" R. H., " 82 1/2 p.c.		
Drive Screws, 80 per cent.		
Bench, wood, per doz.	3 25	4 00
" iron,	4 25	5 75

SCYTHES.		
Discount, per doz, net.	9 00	15 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.		
SHEARS.		
Bailey Cutlery Co., full nickled, dis. 69 p.c.		
Seymour's, dis. 50 and 10 p.c.		
Heinisch, dis. 50 and 10 p.c.		
Seymour or Heinisch tailor shears. 15 p.c.		

SHOVELS AND SPADES.		
Canadian, dis. 40 and 5 per cent.		
SINKS.		
Steel and galvanized, discount 45 per cent.		
SNAPS.		
Harness, German, dis. 25 p.c.		
Lock, Andrews	4 50	11 50

SOLDERING IRONS.		
1, 1 1/2 lb., per lb.	0 37	
1 lb. or over, per lb.	0 34	
SQUARES.		
Iron, No. 493, per doz.	2 40	2 55
" No. 494,	3 25	3 40
Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list.		
Try and bevel, dis. 50 to 52 1/2 p.c.		

STAMPED WARE.		
Pain, dis. 75 and 12 1/2 p.c. off revised list.		
Retinned, dis. 75 p.c. off revised list.		
STAPLES.		
Galvanized	0 00	3 85
Plain	0 00	3 60
STOCKS AND DIES.		
American dis. 25 p.c.		

STONE.		
Washita.	0 28	0 30
Hindostan	0 06	0 07
" slip.	0 09	0 09
Labrador	0 03	0 13
" Axe.	0 15	
Turkey	0 50	
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, per ton	15 00	18 00

STOVE PIPES.		
Nestable in crates of 25 lengths.		
6 inch per 100 lengths.	8 00	
7 inch "	8 50	
Stove Polish.		

No. 4—3 dozen in case, net cash	\$4 80	
No. 6—3 dozen in case,	\$ 8 40	
TACKS BRADS, ETC.		
Strawberry box tacks, bulk	75	
Cheese-box tacks, blued	80, 12 1/2	
Trunk tacks, black and tinned.	80 & 12 1/2	
Carpet tacks, blued and tinned	75 10	
" (in keg)	75 10	
Cut tacks, blued, in dozens only	70, 10 & 5	
" weights	55	
Swedes, cut tacks, blued and tinned—		
" In bulk	80 & 5	
" In dozens	70, 10 & 5	
Swedes, upholsterers', bulk	80, 12 1/2 & 5	
" brush, blued & tinned, bulk	45	
" gimps, blued tinned and		
" japanned	70, 10 & 5	
Zinc tacks	30	
Leather carpet tacks	55	
Copper tacks	50	
Copper nails	52 1/2	



SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 23 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 30,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium. All engineers and manufacturers. Subscription, 6s. per annum, price per copy, 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address: "Machinery, Newport, Mon."

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USE only "Aylmer Drills."
OLD fashioned drills waste time and money.
WAYS change as inventions multiply
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LINSEED OIL
it is always well to get the purest and best—something you can recommend and guarantee to your customers.

Stewart Bros. & Spencer's
is the best. Name on every barrel.
Special quotations for import.

J. WATTERSON & CO.
MONTREAL, Agents for Canada.



SEALED TENDERS addressed to the undersigned and endorsed "Tender for Lock and Dam, St. Andrew's Rapids, Red River, Man." will be received at this office until Monday, the 16th day of July, 1900, for the construction of a concrete Lock and Dam at St. Andrew's Rapids, Red River, Province of Manitoba.

Plans and specifications can be seen at this Department; at the offices of Mr. Zeph. Malhiot, resident engineer of the Department at Winnipeg; Mr. H. A. Gray, resident engineer, Confederation Life Building, Toronto; Mr. C. Desjardins, Clerk of Works, Post Office, Montreal, and Mr. Ph. Beland, Clerk of Works, Post Office, Quebec. Forms of tender can also be obtained at the above mentioned places.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures.

The contractor will be required to conform to regulations to be made by the Governor-General-in-Council, respecting the accommodation, medical treatment and sanitary protection of the working men employed on the work.

Each tender must be accompanied by an accepted bank cheque made payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. of the amount of the tender (so p. c.), which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender

By order,
JOS. R. ROY,
Acting Secretary.

Department of Public Works of Canada,
Ottawa, June 13th, 1900.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it. (27)

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

HEINISCH SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices throughout the civilized world.

Executive Offices: 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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THOS. C. IRVING, Gen.-Mgr., Western Canada, Toronto, Ont.

PERFECTION
AUTOMATIC
REVOLVER.

NEW Automatic shell extracting,
double action, small frame.
Weights 12 oz. Rebounding lock. 32
caliber. 5 shot.

Made with shorter barrel for bicycle
use.
The most perfect small pistol made.

SEND FOR
CATALOGUE.



Forehand
Arms Co.

Manufacturers of
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Forehand Guns
Worcester,
Mass.

Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by...

THE STANDARD CHEMICAL CO., Limited

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Gooderham Building, TORONTO



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for
the Preston make of Stick.
Write for Prices.

Est. 1888

Inc. 1895

Black Diamond File Works

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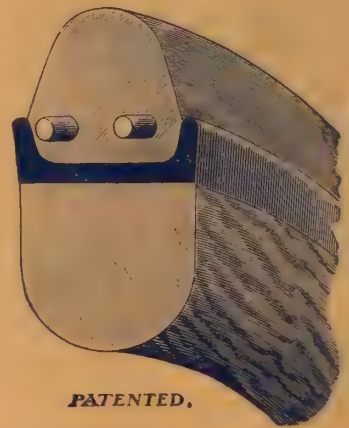
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Ninety per cent. of all the
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Ingot Tin,
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Cost does not end
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There's the working to be considered.
Imperfect material means imperfect
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"BEST BEST POPLAR" BRAND
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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO JULY 14, 1900.

NO. 28

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The Most Economical.
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"Tandem" Metals are better than
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For Heaviest Pressure and Medium Speed
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The largest smelters of Anti-Friction
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Other brands have come and gone, but "QUEEN'S HEAD"
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RIGHT AND LEFT HAND, AND RIGID, WITH FINGER TURN ON BLADE—2, 3, 4 and 5-in. BLADES.



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RIGHT HAND ONLY, AND RIGID. 3 SIZES, EXTREME LENGTH OPEN, INCLUDING BIT—14, 17 and 19-inches.

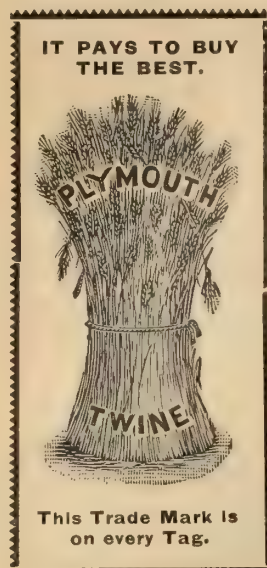
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The Latest
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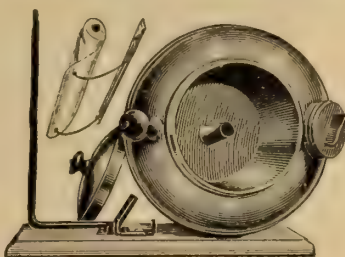
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Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

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"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

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ECONOMY GASOLINE STOVE

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QUICK-BAKER OVEN.

The Stove and Oven that always give perfect satisfaction. No Dust. No Dirt. No Ashes.
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10 POUNDS
 BREAD
 BAKED FOR
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Two-Burner Stove, with Extra Burner for Oven.

The Quick-Baker is ready for use in seven minutes.

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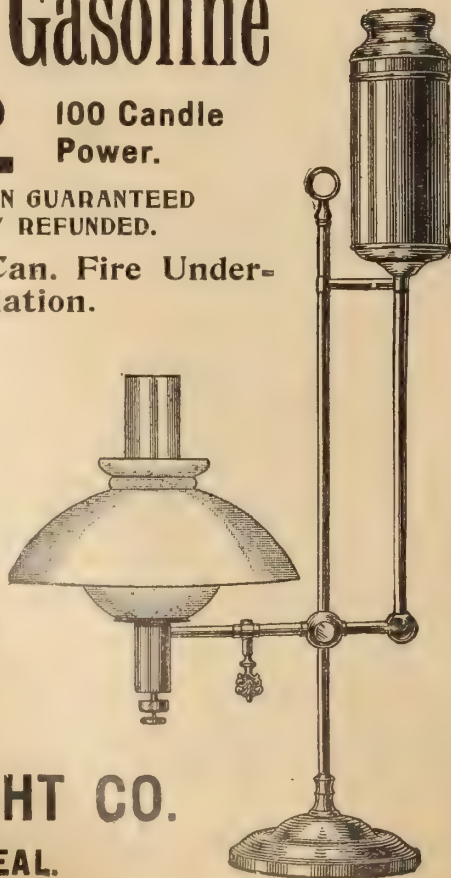
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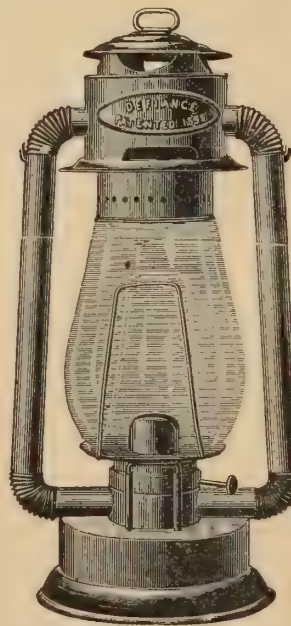
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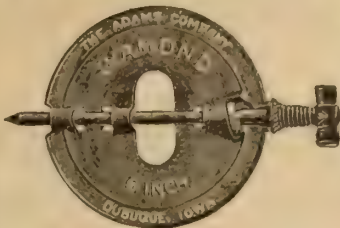


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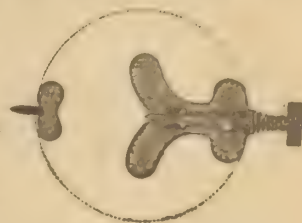
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Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent.

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LAWN MOWERS.

High and Low Wheels,
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WHEELBARROWS.

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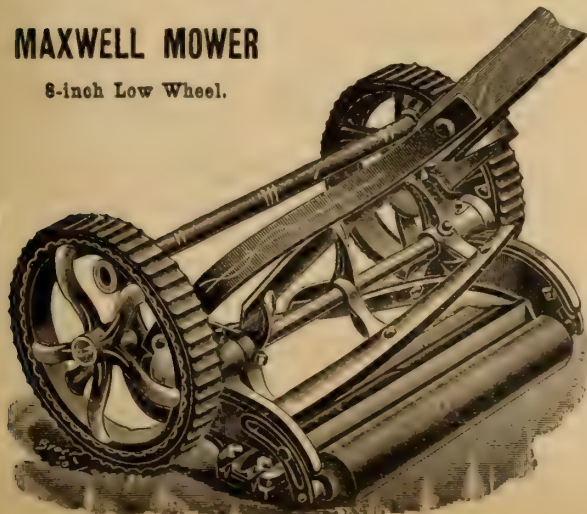
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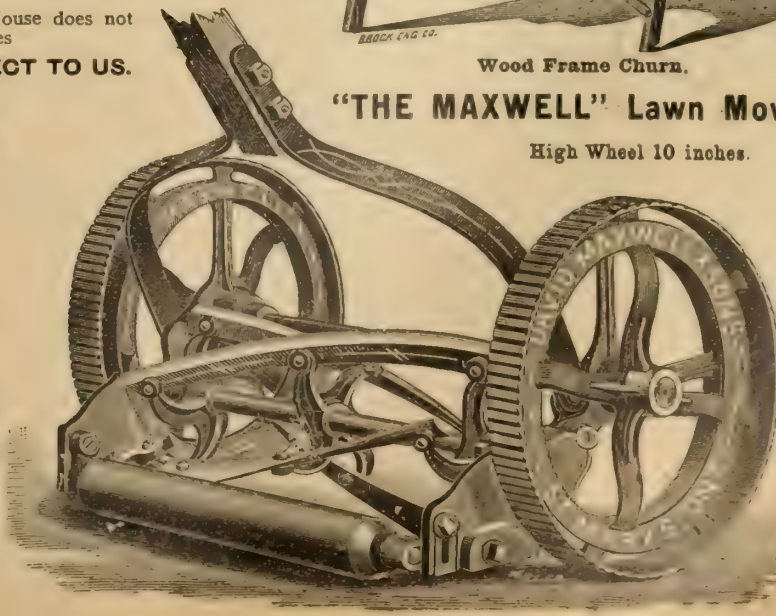
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"THE MAXWELL" Lawn Mower

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PRACTICAL, ECONOMICAL and RELIABLE.

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"Quick Meal" lines include Gasoline as well as the famous Wickless Blue Flame Oil Stoves—many sizes and styles in each—offering unequalled excellence.

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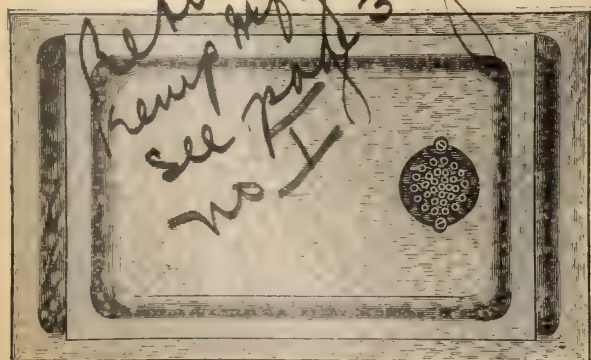
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Are stamped from Cold Sheet Steel and are Unbreakable.



They are strong, yet light, which means that you will have less freight to pay on them than on the heavy cumbersome cast sinks. Every one is neatly and smoothly finished. They are provided with strainers and connections with brass bolts, which cannot rust out. They are made in three styles of finish :

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

DECLINE IN CUT AND WIRE NAILS.

A REDUCTION in the price of both cut and wire nails is announced this week by the manufacturers in Canada.

In cut nails the reduction is 25c. per keg, the base price now being \$2.60.

The reduction in wire nails is 10c. per keg. This makes the base price \$3 in carlots and \$3.10 in less than carlots.

The differential in the price of cut and wire nails is now 50c. per keg, whereas before it was only 35c. per keg.

The price of wire nails is now 40c. below the highest point, there having been a decline of 30c. per keg early in May, in

sympathy with the drop of \$1 per keg in the United States.

In cut nails, this is the first change that has been made since early in January last, when the price was raised 25c. to \$2 85 per keg, so that the figure for cut nails is now the same as it was up till the time the previous change was made, six months ago.

There has been no change in the price of wire nails in the United States since the sharp drop of \$1 per keg in April last, the quotation f.o.b. Pittsburg still being \$2 40 in less than carlots to the retail trade. With freight and duty added to that figure, it would cost something like \$3.18 to lay down Pittsburg wire nails in Canada.

Wire nails have been moving slowly in Canada for some weeks past, people evidently holding off in anticipation of a decline. Now that the decline has come, and no further change is likely for some time at any rate, we may naturally expect an improvement in business.

TINPLATES EASIER IN GREAT BRITAIN.

The threatened strike of the men employed in the tinplate mills in Wales has been averted, an advice just to hand stating that the difficulty between master and man had been satisfactorily settled.

Business is decidedly slow in the tinplate trade, and quotations being received by Canadian importers indicate a slightly lower range of values. So far, however, prices in Canada are unaffected.

According to our exchanges, just to hand, some of the works in South Wales are importing steel bars and steel plates from the United States.

A CONVENIENT TELEPHONE.

IT is beginning to look as if the ideal telephone is to come out of Germany. At any rate it is in that country that the greatest advance is being made at the present time.

Among the latest inventions is the telephonograph, the invention of a man named Paulsen. As its name indicates, it is a combination of telephone and phonograph, and the commendable feature about it is that it records messages received during the absence of the operator.

For example should A call up B it makes no difference whether B is in his office or not. The instrument itself receives the message and holds it till the person for whom it was intended returns and puts the trumpet to his ear. Then, whether it be days, weeks or months afterwards, the message is delivered to him.

The explanation of this wonderful phenomenon is a flexible steel band wound on two spools moving quickly from one to the other and coming into contact with a small electro magnet, switched into the circuit, which affects the steel band in such a way as to record on it any sounds that may penetrate to the phonograph.

It is said that up to the present the apparatus records a song better than a spoken message, but the latter is nevertheless quite clear, and doubtless will be improved on in due time.

In Canada, so far, the only improvement is in telephone rates, which are being arbitrarily advanced, to the annoyance of business men.

DRIFTING ALONG WITH CHEAP GOODS.

IT requires no effort to drift. A man can fall asleep in a boat and drift with the stream. But the best results are not obtained by drifting.

A man can go into business and drift. But drifting does not take one ahead in business; it always carries him to the rear.

Quite a few people in business drift into the habit of allowing so-called cheap goods to receive by far the greater part of their attention.

To sell low-priced goods requires less effort than to sell the better class of goods. But the minimum of effort usually produces the minimum of results.

It takes as much effort, as a rule, to sell a cent's worth of goods as it does to sell a dollar's worth, while there is manifestly not, as a rule, as much profit in the former as in the latter.

People are in business to make money, or, at least, to make a living, but, while cheap goods are the easiest to sell, the selling of cheap and low-priced goods is not the easiest way to fulfil the end for which men go into business. Every man who stops to think realizes this, but the trouble is that so many merchants and their clerks have got into the habit of showing the lowest-priced goods first, and only the higher-priced goods when the customer demands them, that they seem to have forgotten altogether about the unbusinesslike character of such methods. Their eyes are blind that they see not, and their ears are deaf that they hear not.

While a good habit is harder to acquire than a bad one, yet the more a good habit is practised the easier does it become in the following. And the more the salesman pushes the higher-priced and better class of goods the easier will it become to sell them.

We have in mind at the moment the experience of a traveler of a certain manufacturing firm. He has for years been noted as a believer in the wisdom of pushing the better class of goods. And what he believes he has practised. His territory is an ordinary one, but he has so steadily and persistently striven to educate his customers along the

lines of quality that he scarcely sells anything but the better class of goods.

This traveler should be an example to salesmen behind the counter as well as to salesmen "on the road."

HORSESHOES ARE LOWER.

AT a meeting of manufacturers held this week, the price of horseshoes was materially reduced.

The new list of prices, f.o.b. Montreal, is now as follows:

Iron shoes—	No 2, or larger.	No. 1, or smaller.
Light, medium heavy...	\$3 65	\$3 90
Snowshoes.....	3 90	4 15
Steel Shoes—		
Light.....	3 85	4 10
Featherweight, all sizes	5 10	5 10

In addition to reducing prices, a change was made in the differential between Montreal and Toronto, it now being only 10c. per keg instead of 15c. per keg as formerly.

The price in Toronto is 30c. per keg lower on iron shoes, and 40c. on steel shoes. In Montreal it is 25 and 35c., respectively.

The reduction was in part, at least, due to the recent reduction of 50c. per keg in the price of horseshoes in the United States.

THE POSITION OF WHITE LEAD.

In a recent article on the situation of white lead, we foreshadowed that the American pig lead market would shortly take a turn upwards. The rise has actually taken place during the last week, advancing $\frac{1}{2}$ c. in two days with a slight reaction on Tuesday.

During the same period the English pig lead market advanced 2s. 6d. per ton and now stands at £17 10s., the highest point. The white lead market in England is firm, whereas in the United States it is quite unsettled, with a feeling that the reduction of June 21 was premature. If the advance in pig lead is maintained, there is not the slightest doubt that the American corrodors will advance all their products correspondingly.

The trend of the markets as above shown would seem to place the American lead market in a position of complete isolation. It is therefore no basis on which to found an opinion as to the course of white lead in Canada.

The meeting of the white lead manu-

facturers has passed without change in prices and the probability is that the present prices will rule for some time to come.

"BEAUTIFUL NOVA SCOTIA."

TOURISTS from Upper Canada are more and more every season bending their steps towards the Maritime Provinces on summer vacations. Certainly, anyone who has seen the beautiful guide-book issued by The Yarmouth Steamship Company, Yarmouth, N.S., will feel strongly tempted to lay aside other plans and spend their summer's outing in the historic land of Evangeline. This company deserve the thanks of Canadians all over for the splendid way in which they have given to the public the beauties of Nova Scotia. Their publication is more than one would imagine from the term "guide-book." It contains 70 beautiful engravings of the cities, scenery, and historic villages and buildings, etc., in which the ocean Province so abounds, with a descriptive text, written in an entertaining manner by one of a party of tourists from Boston, Mass. Illustrations and letterpress are both up-to-date in every way. Hotels, railways and river steamboat lines may all be found in this book. This company also issue a complete prospectus of their own line of ships which cannot fail to interest anyone who intends to take a vacation this summer, as not only are the text, time-tables, etc., complete in every way, but this, also, is illustrated with cuts of the company's ships, landing-places, etc., that will decide any tourist to enjoy the advantages of this line.

If all Canadian railway and steamship lines furnished such an attractive guide to the points their trains or boats reached there is no doubt but that a considerable impetus would be given to touring in Canada, both by pleasure-seekers from other countries and by those Canadians who live in a less attractive part of the Dominion. But, whatever may be said of the beauties of other parts of Canada, it will be hard to surpass the Province whose beauties the Yarmouth Steamship Co. so ably describe.

It will be worth while for anyone about to go on a holiday to send for "Beautiful Nova Scotia," the title of this guide-book, to the company's headquarters at Yarmouth, or to any of their branch offices.

THE IRON TRADE SITUATION.

THE tendency of the iron market is still downward, and the end of the journey has not yet been reached.

While this tendency is world-wide, the centre of the disturbances which are causing the weakness is still in the United States.

During the past week there have been further declines in pig iron, and Bessemer steel has been marked down to \$22. Pig iron is now fully \$2 per ton lower than it was a month ago, although in most instances it is still a little higher than it was a year ago.

In addition to further declines in the price of pig iron, the past week has witnessed a cut of 10 per cent. in the wages of the employes of several of the Pennsylvanian mills.

But, though the influences at work upon the iron market are, in the main, decidedly bearish, they have not been altogether so.

For example, while stocks of pig iron in the United States have increased, the total on furnace banks, according to The Iron Trade Review, is much below the average, "and," says that paper, "it is known that if consumers' yards contained the average amount there would be very little for furnaces to carry." Then, Rogers, Brown & Co., the well-known authorities on pig iron, declared a week ago that "while there is an accumulation of foundry irons, it is confined to off-grades and obscure brands. Standard grades, such as Nos. 1 and 2 foundry of well-known brands, continue very scarce, so scarce, indeed, that constant inconvenience is felt by consumers."

Foundry iron, in spite of the scarcity in well-known brands, as noted by the firm above quoted, continues, as we have already pointed out, to depreciate in price. But, while this is so, a continued scarcity must in time assert its influence on prices if it has not yet perceptibly done so.

In Great Britain there is a steady depletion of stocks of pig iron, while this week's cables indicate that prices are steady on the Glasgow warrant market.

In Canada, the feature this week is the reduction in the price of several lines of finished materials, as a result of the quarterly meeting of manufacturers. Wire nails

have been reduced 10c. per keg, cut nails 25c., smooth steel wire 20c. per 100 lb., and horseshoes 25 to 40c. per keg.

These declines in Canada were in some instances expected, for, while prices in this country were not advanced to the same extent as they were in the United States, yet it was well-known that buyers were holding off for lower prices. Consequently, it was necessary to make some reductions in order to try and stimulate business a little.

We do not, however, look for any great stimulus in business. There is nothing in the situation to warrant buying in anticipation of wants. Naturally, under such conditions, merchants, wholesale and retail, will purchase only for immediate requirements. And under the circumstances it is certainly the most businesslike thing to do. But a demand for immediate requirements is likely to mean a steady trade, with the volume, in the aggregate, of fair proportions.

What is wanted is a belief that prices have reached a basis where they will rule steady. Then people will buy to keep their stocks properly assorted, and not hold off with the persistency which they are evidently doing.

In most of the staple lines of finished materials, prices have for the present, evidently, reached a steadier basis and for that reason we look for a little steadier, if not for much heavier buying.

AN IRON PIPE "CINCH."

A good story is going the rounds of the hardware and plumbing supply trades in Canada in regard to iron pipe of United States manufacture.

As everyone in the trade knows, a short time ago iron pipe manufacturers in the United States made the manufacturers in Canada quite uncomfortable for a while because of the activity which they displayed in trying to get business in this market.

As the prices were extremely low, several wholesale firms in Canada bought good round lots. Some of these lots were allowed to remain in bond.

By-and-bye it was found that the pipe could be sold in the United States at a good profit. This knowledge led at least some of the holders to ship the pipe back to the

United States at a profit of about \$700 per car. One Toronto firm is reported to have shipped four cars in this way and cleared \$2,800, and one or two other firms are said to have made even more, having shipped larger quantities.

The United States manufacturers had no more low-priced pipe for Canada when they discovered how they were being undersold in their own market by pipe of their own make.

GREAT INCREASE IN FIRE LOSS.

ALTHOUGH one may be prepared by the events of the last month or so for the statement that the fire loss in Canada and the United States during the first six months of 1900 exceeds that of either 1898 or 1899, the greatness of the loss increase, as shown by figures, is rather startling. The losses by fire for the first half of 1900 were \$103,298,000, compared with \$65,690,750 for 1899. This is an increase of \$27,608,150 over last year.

The greatest loss was in the Ottawa fire, and the next the late Hoboken disaster to docks and ships. It should be a matter of thankfulness for Canadians to realize that, although the Ottawa fire in point of loss was more than twice that of Hoboken, being \$12,000,000 against \$5,350,000, yet the loss of life was small. Hundreds of people were lost in the Hoboken fire, while only two or three lives were lost in the Canadian conflagration.

It is worthy of note that in fires of \$500,000 or over in the United States or Canada, during the past six months, out of a total of about \$28,000,000, Canada's share in the loss is \$12,700,000, or nearly half, a rather large proportion under the circumstances, as this was contributed by two fires, Ottawa, and Sandon, B.C.

PERSISTENCY DOES IT.

Fish are not caught every time the hook is baited. Neither are customers secured every time an advertisement is published. But, just as persistent baiting of the hook results in many fish being caught, so persistent and judicious advertising secures many customers. It is a law as true as any of Nature's laws.

Judicious advertising gives financial strength to the business and gathers dollars for the latter days of the merchant.

TRADE WITH TRINIDAD.

IN an interview with Mr. George Mitchell, M.P.P., a Nova Scotian exporter and importer, The Halifax Chronicle quotes him as speaking very favorably of the proposed reciprocity treaty between Canada and Trinidad. Mr. Mitchell already does a good trade in fish and other Nova Scotian products with Trinidad; and imports from there sugar, molasses, and other products of the Island. He finds the Trinidad people good customers. They are well supplied with money and are in a prosperous condition, more so than any other island of the West Indies. Indeed, during the last 20 years, which have been very depressing to the West Indies in regard to cane-growing, all the other colonies were falling away in both trade and population, except Trinidad, whose variety of resources enabled her to stem the tide.

Canada at present holds fourth place in the Trinidad trade, Great Britain, Venezuela and the United States being the only ones above us on the list. The exports of the Island include sugar, molasses, rum, cocoa, coffee, asphalt, hides, bitters, and liquors. Mr. Mitchell thought that, under the proposed treaty, our trade would expand from the west in particular. Breadstuffs and farm products would be the principal lines in which we could increase trade.

The cities of Halifax and St. John would greatly benefit from the treaty, as it contains a clause that business must be done direct from Canadian ports. With the improved steamship service, there should be a great expansion in trade with not only Trinidad, but all the West Indian Islands. The greatest difficulty, Mr. Mitchell thought, would be the trouble in using all their staple product, sugar, of which we consume about two-thirds; but, if the Home Government wish to carry out this scheme, there should be no difficulty in arranging about the other third. There might be, too, a great development in the consumption of many articles that are now used very sparingly in Canada.

On the whole, Mr. Mitchell thought that reciprocity with Trinidad would mean a great development of trade. "I believe the market a good one," he said, "the financial condition of the colony is excellent. The export trade of the United States with Trinidad to-day is seven times greater than that of Canada, and under the proposed treaty this might well be reversed. I hope the proposed treaty may be consummated,"

A NOVEL PETITION.

The Galt Reporter contains the following: "The young women who work in Newlands & Co's. factory are a far-seeing and original set. Last night they presented a petition to the firm, regarding a modera-

tion in the amount of overtime, signed by everyone of the employees. Lest the firm should find out by the first name who put the petition into circulation, the paper was circular in shape and the names were signed in the rings, making it impossible to tell whose name was first."

PERSONAL MENTION.

Capt. E. S. M. Lovelace, B.A.Sc., of the Temple Building, Montreal, is going to close his office for three or four months and take a needed yet profitable holiday. He has accepted the responsibility of engineering the construction of the G.T.R. double track system from Hamilton to Niagara Falls. This is a vocation he once engaged in before he settled down in an office at his present duties, and he returns to it with feelings of anticipated pleasure.

Mr. W. R. Dawson, the assistant general sales agent of the Standard Chain Co., is expected to arrive in Montreal this week for the purpose of studying the chain business of Canada, and assisting the local agents in introducing their trace chains, cow ties, etc.

THE SUPPLY OF WIRE GOODS.

The Wire Goods Company have recently acquired and taken over the entire business of The American Wire Goods Company, of Lowell, Mass. The Lowell concern have been competitors, to some extent, of the Worcester concern, and this abolition by the latter company of all the property of every nature will tend to give them even greater prominence than they now hold in the wire hardware market.

There has been some difficulty and delay in obtaining the popular numbers of wire coat and hat hooks that have always been made by the Lowell concern, but we are assured that The Wire Goods Company will hereafter hold themselves in readiness to supply these goods in any quantity desired.

THE HAY CROP IN NOVA SCOTIA.

The farmers in the Annapolis Valley are busy haying, and the president of the Maritime Board of Trade informs **HARDWARE AND METAL** that the crop will be a good one.

FOR A GOLD BASIS.

Miss Wellon stood in front of the mirror, looking at the reflection of her once golden hair, now thickly streaked with silver.

"I am tired of the double standard," she said.

And she proceeded to make arrangements to place it on an exclusive gold basis. —Chicago Tribune.

AN UNSUITABLE ALLEGORY.

A company in the United States making a line of agricultural machinery was anxious to extend its export trade in reapers and mowers, and was advised that a market existed in Germany. It was an enterprising and liberal advertiser, and its first idea was to flood Germany with advertising pictures which would be hung up in stores and shop-windows, and which could not fail to attract attention. The design, which was executed in the highest style of color lithography, represented a mowing machine driven by the Goddess of Liberty in shining and polychromatic garments of scanty proportions, and drawn by a team of Bengal tigers. It was a brilliant placard. Any American country storekeeper would gladly have hung it up for its decorative value, and the average American farmer would have been greatly impressed by it, and would probably have understood its symbolism without any explanation. The net result of the effort to circulate it in Germany, however, was a letter from the company's agent in that country, from which the following extract is made:

"The picture of your admirable machine, of which I the receipt of 10,000 acknowledge, is not useful in this country, and it is of much regret to me that I request to return them permission. The women of our country, when by circumstances to do agricultural work compelled, do not dress as your picture shows is the custom in your wonderful country, and would not even deem such garments with modesty to consist. Also we do not tigers for draught purposes cultivate, they not being to the country native, nor in our experience for such work well suited. I have to my customers explained with earnestness that your picture is a "sinbild" (allegory), and does not mean that your admirable machine should be operated by women too little clothed, nor is it necessary that the place of horses shall be animals from the Zoologischer Garten be taken. I cannot use them as you instruct, and your further advices respectfully await."

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

A MEETING of the creditors of J. L. Johnson & Co., hardware merchants, Edmonton, N.W.T., is called for July 31.

H. Boulay, general merchant, Sayabec, Que., has assigned.

Hiram Hyde, coal dealer, Truro, N.S., has assigned to W. F. Lawrence.

Stevenson & Johnson, tinware, etc., Sarnia, Ont., have assigned to C. B. Armstrong.

A curator of A. S. Larne, general merchant, St. Joseph, Que., will be appointed on July 17.

D. Arcand has been appointed curator of Jacques Verret, general merchant, Charlesbourg, Que.

H. Robichand, general merchant, L'Anse a Gascon, Que., offers to compromise at 40c. on the dollar.

Jas. Peltier, general merchant, St. Samuel de Gayhurst, Que., has voluntarily assigned to V. E. Paradis.

George E. Banks, general merchant, Caledonia Corner, N.S., is asking for an extension of time.

There will be a meeting of the creditors of the estate of G. K. Frazer & Co., general merchants, Spring Hill, N.S.

PARTNERSHIPS FORMED AND DISSOLVED.

Mitte & Fils, sawmillers, Portneuf, Que., have dissolved.

Dorval & Boisvert, machinists, Quebec, have registered partnership.

George Wait & Co. have registered partnership as produce and commission merchants, Montreal.

Fraser Bros., harness dealers, New Glasgow, N.S., have dissolved, and Christine Fraser and Thomas Fraser have formed a new partnership under the old style.

SALES MADE AND PENDING.

Alphonse Dupuis, general merchant, Comber, Ont., has sold out to G. B. Wray.

Williamson Bros., general merchants, Berlin, Ont., have sold out to B. Grennan.

Henser & Co., Thornbury, Ont., are advertising their planing mill business for sale.

John Hartwick, blacksmith, Rainham Centre, Ont., advertises his business for sale.

The assets of Cyr & Guite, New Carlisle, Que., general merchants, will be sold July 18.

Caskey & Van Norman, general merchants, McDonald, Man., have sold out to Broadfoot Bros.

The buildings, stock and machinery of the Lockport Iron Works, Lockport, N.S., are offered for sale by auction, July 24.

The stock of the estate of T. B. Willis,

general merchant, Markham, Ont., is advertised for sale on July 13 by the sheriff.

CHANGES.

Wm. Sharp, planing-miller, Minnedosa, Man., is out of business.

C. Percy Turnbull, bicycles, Digby, N.S., has opened up business.

Mathers & Kelly, general merchants, Ymir, B.C., are out of business.

A. J. Bell, harness dealer, Chilliwack, B.C., advertise giving up business.

Harry Andrews, painter, Caledonia Corner, N.S., has commenced business.

James E. Birch, general merchant, Emsdale, P.E.I., is commencing business.

The Atikokan Iron Co., Limited, Fort William, Ont., have obtained a charter.

J. F. McDonald has begun business as general merchant at Sydney Mines, N.S.

Hindley & Co., machinists, Glenboro, Man., have been succeeded by B. Heasman.

Stapley & Brewster, machinists, Edmonton, N.W.T., have been succeeded by W. A. Brewster.

Hugh Steele & Son, blacksmiths, Minnedosa, Man., have been succeeded by Benjamin Steele.

James Hillis & Sons, stores and foundry, Halifax, N.S., are about opening a branch at Sydney, N.S.

Emma Paris has registered proprietress

"B-13"

is the number of a booklet that we want you to have if you're interested in the sale of paint.

The title of the booklet is "The Sherwin-Williams Paints : What they are and how they're sold."

"B-13" is illustrated with the packages of our goods and the advertising features for each line. The goods and the methods of selling them are briefly and pointedly described.

It will pay you to send for it. Nothing short of a personal interview or a trip through our factories could give you as much clear information about

THE SHERWIN-WILLIAMS PAINTS

Send for "B 13." A postal card to No. 21 St. Antoine street, Montreal, will do.

**THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.**

Canadian Division:
Montreal.
21 St. Antoine St.,

CLEVELAND. BOSTON.
CHICAGO. TORONTO.
NEW YORK. SAN FRANCISCO.
MONTREAL. KANSAS CITY.

of A. f. Trottier & Cie., sawmillers, Riviere Bois Clair, Que.

Louis Duperre has registered as proprietor of T. L. Girard & Cie., general merchants, Shawenegan Falls, Que.

Jos. A. Arial and Ed. Lachance have registered as proprietors of Arial & Lachance, tinsmiths, St. Casimer, Que.

Ed. Flynn, Charles Lamb, Charles Laterreur and Nap. Laterreur, general merchants, and F. & J. W. Pidgeon, fruiterers, etc., all of Perce, Que., are out of business.

FIRES.

L. Gosselin, blacksmith, St. Isidore (Dorchester), Que., was burned out.

C. Woods, bicycles, etc., St. John's, Newfoundland, was burned out; insured.

A. & W. Moody, general merchants, Terrebonne, Que., have been burned out.

Samuel Coppleman's general store, Wawanese, was slightly damaged by fire.

Moses Butt, blacksmith, St. John's, Newfoundland, has been burned out; insured.

J. B. Turgeon, general merchant, St. Isidore, Que., has been burned out; insured.

The Cossitt Bros. Co., Limited, manufacturers of agricultural implements, Brockville, Ont., were burned out; partially insured.

DEATHS.

A. McNaughton, general merchant and hotel, Quesnelle, B.C., is dead.

THE PRICE OF PIG LEAD.

REFERRING to the situation in pig lead, The Oil, Paint and Drug Reporter has the following in its issue of July 2:

"The price of pig lead having ruled steady for a long time, and it being announced that the demand was sufficient to prevent any undue accumulation, the consumers were induced to make liberal purchases, the impression being fostered that there was a probability of an advance. This was the state of affairs early in May, when suddenly The American Smelting Company announced a reduction in price, to be speedily followed by further reductions, until the selling price for common was $3\frac{3}{4}$ c. per lb. The explanation given was that there had been considerable accumulation of stocks, and, the demand being light, it was hoped by this means to stimulate the inquiry and bring about a reduction in stocks. Whether the smelting company succeeded in this is not definitely known, but the export demand was increased and the shipments abroad have been larger. It is believed, however, that the demand for home consumption was not materially affected, as consumers already had large supplies, which they had contracted for under the belief that if a change would occur it would be to higher figures. The manufacturers of lead products did not at once reduce the selling price of their products, but, finding the apparent tendency downward, they finally revised their quotations to more nearly conform to the new prices for the raw material, and began to enter the market for supplies to meet later requirements. They were soon confronted with a refusal to make a price on future deliveries, and this week the announcement came of an advance of $\frac{1}{4}$ c. per lb., to be followed the next day by a further similar advance. The explanation given for this action was that stocks had been greatly reduced and that consumptive requirements are now in excess of production. It is, perhaps, needless to say that a number of large consumers were unprepared in the first instance for the decline, and in the second for the advance, and consequently they do not entertain a very high regard for the arbitrary and, as they deem it, erratic action of The American Smelting Company. Other products were also affected by the reduction in the price of pig lead, and zinc white followed in the wake of white lead. Now that the price of pig lead has again advanced, the prices of these products will, of necessity, be made to conform, although up to the present time corrodors have announced no advance on their products.

"The action of The American Smelting Company has been severely criticized, both

in suddenly reducing the price of pig lead after the larger consumers had been induced to make large purchases, and in advancing the price again so soon before they had an opportunity to work off the high cost lead and replenish at the lower figures. The statement made early in May of undue accumulation has been discredited, and it is claimed that if the former statement was

strictly in accordance with the facts, the later one, after the lapse of only six weeks, that the stocks had been reduced and that consumptive requirements are in excess of production, cannot be reconciled. It is the belief of many that the object in reducing the price last month has been withheld, and that if accomplished it was not the material reduction in stocks."

Major Taylor

CHAMPION OF THE WORLD

Rides an Iver Johnson Bicycle.

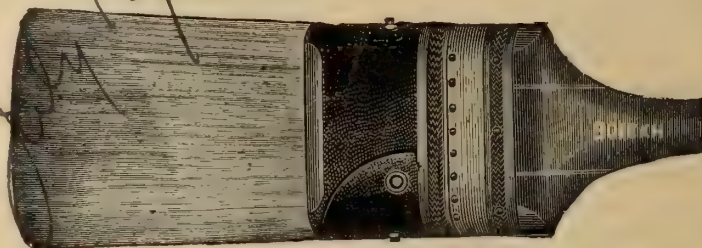
On June 30th at Manhattan Beach Track he defeated Frank Kramer in a special match race of one mile, winning two straight heats.

Watch Him Win.

Iver Johnson's Arms & Cycle Works

Branches—New York
Boston
Worcester

FITCHBURG, Mass.



PAINT BRUSHES

THAT ARE WELL FINISHED AND MAKE ATTRACTIVE SHELF GOODS

ARE

REQUIRED

BY EVERY PROGRESSIVE HARDWARE STORE

IN CANADA

THEY ARE MADE FROM CAREFULLY SELECTED MATERIALS, AND FULLY GUARANTEED BY THE MANUFACTURERS. PUT UP IN STRONG CARDBOARD BOXES AND NEATLY LABELLED.

BOECKH BROS. & COMPANY

MANUFACTURERS, TORONTO, ONT.

Offices, Sample and Warerooms :
80 York St. and 12 Clarence St.

Montreal Branch :
1 and 3 DeBresoles St.

H. S. HOWLAND, SONS & CO.

ONLY
WHOLESALE.

37-39 Front Street West, **Toronto.**

WHOLESALE
ONLY.

Harvest Tools



Hay Forks
Straw Forks
Barley Forks
Manure Forks
Potato Forks
Potato Drags
Vegetable Scoops

Garden Hoes
Field Hoes
Scythes
Snaths
Cradles
Scythe Stones
Emery Stones

Hoe Handles
Fork Handles
Rake Handles
Barley Fork "
Cradle Fingers
Ferrules
Harvest Whips

Hay Rakes, Reaping Hooks, Corn Knives and Harvest Mitts.

H. S. HOWLAND, SONS & CO., Toronto.

A FULL LINE.

Graham Wire and Cut Nails are the Best.

WE SHIP
PROMPTLY.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, July 13, 1900.

HARDWARE.

THE volume of trade this week has been unexpectedly increased. The orders are not large, but they are well maintained, keeping trade much more active than was expected. It cannot be said that the run has been on any particular line, nor have many future orders been made. The demand has covered all the general stock. Barbed wire, fence wire, nails and sporting goods are moving out in fair quantities. In regard to prices the feature of the week has been the meeting of the manufacturers in Toronto, and the reduction of prices in certain lines of goods, in sympathy with the easy markets in raw materials. Horseshoes have been reduced 25c. for iron and 35c. for steel. Dealers in spikes will now give 25 per cent. off instead of 20 as heretofore. While we write the manufacturers are still in convention, but not many further developments are anticipated. Cut nails may take a drop, but wire nails will likely maintain their old

rates. Of course this is the usual fall settling of prices for the next six months. The patching up of prices of iron pipe noticed last week failed to hold more than three days on account of disagreement among the manufacturers. Prices are now determined by individual bargains, but they are certainly much lower now than a week ago.

BARBED WIRE—A brisk trade has been done this week. Price is unchanged with the base at \$3 30.

GALVANIZED WIRE—Prices and demand are steady. We quote: Nos. 6, 7, and 8 guage, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25.

SMOOTH WIRE—Stocking orders have been numerous this week. Prices are unchanged. We quote \$3.20 per 100 lb. base.

FINE STEEL WIRE—The discount is 12½ per cent. off list.

BRASS AND COPPER WIRE—Featureless. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Unchanged at \$3 60 for bright.

WIRE NAILS—Stocks are being kept up to the mark only. Some look for a decline of prices, but they are likely to look in vain. Prices remain at \$3.20 for small, and \$3.10 for carlots.

CUT NAILS—There has been little business done as a decline is anticipated. We quote at \$2.85 for small, and \$2.75 for carlots.

HORSE NAILS—The convention has failed to alter the situation in regard to horsenails. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—Horseshoes are quoted 25c. lower for iron and 35c. lower for steel varieties. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow shoes, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$3.85; No. 1 and smaller, \$4 10; feather-weight, all sizes, \$5.10; toe weight

ALL YOU WANT...

For your tinshop and housefurnishing departments can be supplied by us from any of our warehouses.

You can save **FREIGHT** by purchasing everything from us.

**OUR PRICES
ARE RIGHT**

Prompt Shipment.

THE McCLARY MFG. CO. LTD.
ESTABLISHED 1852
HEAD OFFICE & WORKS LONDON, ONT.
VANCOUVER WAREHOUSE
ENTIRE FLOOR AREA 378,852 SQ. FT. OR OVER 8½ ACRES.
EMPLOYING OVER 550 HANDS THE YEAR ROUND.
STOVE, TIN, AND FURNACE
TRADE
WE SUPPLY EVERYTHING REQUIRED FOR THE

THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

American Sheet Steel Company
Battery Park Building

New York

Manufacturers of all varieties of
Iron and Steel Sheets

Black and Galvanized

W. Dewees Wood Company's

Planished Iron

Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?
WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

steel shoes, all sizes, \$6.20 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—There is nothing particular to note this week. Discounts are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS—The feeling in bolts is decidedly easy and some presage a decline. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleigh-shoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3¼c. per lb. off; nuts, hexagon, 4c. off; stove bolts, 60 and 10; plough bolts, 50 per cent.

RIVETS—The tone of the rivet market is easy, and we quote discounts higher than last week. Discounts are as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 50 per cent. off; swedes iron burrs, 45 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 50 per cent. off.

CORDAGE—Hayfork rope is being asked for this week, as well as binder twine, to some extent. We quote: Manila, 14 to 14½c., and sisal, 10½ to 11c. base.

SPADES AND SHOVELS—Discounts are 40 and 5 per cent.

FIREBRICKS—We quote \$17 to \$24 per 1,000, as to brand.

CEMENT—Cement has been in good demand this week, with the prices unchanged. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

METALS.

The trade in metals has not been so active for some weeks as it was the last few days. The general tone in regard to prices is firm and several transactions at outside prices are reported. English quotations in tin are firm and ingot copper is also reported at an advance. Lead shares the same tendency. Iron pipe is quoted on the old basis on account of the failure of manufacturers to hold together.

PIG IRON—Most dealers consider that pig iron has reached its lowest point, as smelters in the United States are now turning out the product at a loss. It would not surprise knowing ones if the tone should become stiff. Some transactions in Summer-lee have occurred at \$25 on the wharf. In large transactions there may be a shading of that price.

BAR IRON—We quote \$2.25 to \$2.30 per

TINPLATES

"LYDBROOK," "TRYM,"
"GRAFTON," "ALLWAYS,"
"CANADA CROWN," ETC.

CANADA PLATES

"DOMINION CROWN" All Polished.
"ALLWAYS" best Half Bright.
"PONTYPOOL" Half Bright.
"DOMINION CROWN" Galvanized

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

Offer from Store,
Montreal, Toronto and Hamilton:

PIG TIN, "Straits"
INGOT COPPER
PIG LEAD
ZINC SPELTER
ANTIMONY

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

"Maple Leaf" Brand Elastilite Varnish

For Inside. For Outside.

"Maple Leaf" Brand Liquid Coach Enamels

10 Shades.

"Maple Leaf" Brand Varnish Stain

6 Shades.

Like our Maple Leaf Boys in the Imperial Army,
beat all-comers in the fight for supremacy.

—Manufactured only by—

The Imperial Varnish & Color Co.
LIMITED
TORONTO, CANADA.

WE HAVE A LARGE AND FULLY ASSORTED
STOCK OF

HARVEST TOOLS

Forks,
Rakes,
Hoes,
Scythes,

Snaths,
Spades,
Shovels,
Etc.,

and will guarantee prompt shipment from
warehouse for immediate orders.

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.

100 lb. f.o.b. Montreal. There is an easy
feeling prevailing.

BLACK SHEETS—English makers are
quoting reductions, and the price here is
unsettled. Some transactions lead us to
quote the base on 8 to 20 gauge at \$2.95.

GALVANIZED IRON—In this line English
makers have reduced their prices about 50c.
per ton. This has had a bad effect on the
activity of the market. We quote as
follows: No. 28 Queen's Head, \$4.75
to \$5.00, and Comet, No. 28, \$4.45 to
\$4.70.

INGOT COPPER—Quotations received here
on the raw material would indicate that the
foreign market for ingot copper is advancing.
We still quote it at 17½c.

INGOT TIN—Foreign markets are a little
higher. Prices here are advanced ¼c.,
now being 35¼c.

LEAD—All English and American leads
have advanced, and in the city it is now
quoted at \$4.50. base.

LEAD PIPE—No change. We quote: 7c.
for ordinary and 7½c. for composition
waste, with 15 per cent. off.

IRON PIPE—Business in this line is fairly
active. We quote: ¼, \$2.95 per 100 ft.;
¾, \$2.95; 1½, \$3.10; 2, \$3.45; 3, \$4.95;
4, \$6.75; 6, \$8.10, and 8-in., \$10.80.
These are the closest figures.

TINPLATES—Business quiet at \$4.50 for
coke and \$4.75 for charcoal.

CANADA PLATE—The market rules easy.
We quote: 52's, \$3.10; 60's, \$3.15; 75's,
\$3.20; full polished, \$3.40, and galvanized,
\$4.75.

TERNE PLATE—Trade is dull, with the
price unchanged at \$8.50.

SWEDISH IRON—We quote \$4.25.

COIL CHAIN—Future orders keep coming
in, but the market tone is easy. There are
some cuts below our quotations. We quote:
No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.;
No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$5.50;
¾, \$5.35; 7-16, \$5.00; ½, \$4.75; 9-16,
\$4.70; ⅜, \$4.35; ⅜, \$4.25; ⅞, \$4.20,
and 1 inch, \$4.10.

SHEET ZINC—The market is decidedly
dull at 6½ to 6¾c.

ANTIMONY—Continues the same, at
10½c.

PAINTS AND OILS.

This trade is now entering upon the
summer quiet. There are no changes of
this week to report. Linseed oil continues
to advance in England but on account of
previous arrivals prices here are steady.
English and American markets for lead are
both firmer than they were a week ago, but
no change is expected here. Turpentine is
high in the South and firm here. We quote:

WHITE LEAD—Best brands, Government

standard, \$6.75; No. 1, \$6.37½; No. 2,
\$6; No. 3, \$5.62½, and No. 4, \$5.25, all
f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs,
\$6.

RED LEAD—Firm; casks, \$5.10; in
kegs, \$5.35 to \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c.; No.
1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; blad-
ders, in bbls., \$2.10; bladders, in cases,
\$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 84c.; boiled,
89c., five to nine-barrels, 1c. less, ten
and twenty-barrel lots open, net cash, plus
2c. for 4 months. Delivered anywhere in
Ontario between Montreal and Oshawa at
2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 68c.; two to
four barrels, 69c.; five barrels and over,
open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.20 to \$1.40 per
gallon.

CASTOR OIL—Firm; 8¾ to 9¼c. in whole-
sale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

PARIS GREEN—Demand fair at firm prices;
1-lb. packets, 19½c., and drums, 18½c.

NAVAL STORES—A more active busi-
ness has been done in naval stores, and
prices generally rule steady. Resins,

\$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. for colored, and 6 to $7\frac{1}{2}$ c. for white oakum, $5\frac{1}{2}$ to $6\frac{1}{2}$ c., and cotton oakum, 10 to 11c.

GLASS.

Only a sorting trade is being done in glass. There is a firm tendency abroad. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75. and seventh, \$6.25.

PETROLEUM.

The summer trade is quiet except in machine oils. We quote: "Silver Star," jobbers, $16\frac{1}{2}$ c.; retail, $17\frac{1}{2}$ c.; "Imperial Acme," $17\frac{1}{2}$ and $18\frac{1}{2}$ c.; "S. C. Acme," 19 and 20c.; "Astral," 20 and 21c.

HIDES.

As last quoted: Beef hides, 8c. for No. 1; 7c. for No. 2, and 6c. for No. 3. Calfskins, 9c. for No. 1, and 7c. for No. 2.

MONTREAL NOTES.

The Standard Chain Co. have recently made new export prices for Canada, which are considerably lower than they were a week ago.

ONTARIO MARKETS.

TORONTO, July 13, 1900.

HARDWARE.

THE feature of the wholesale hardware trade during the past week is the quarterly meetings of the different manufacturers, and the reduction in prices in certain lines as a result thereof. Wire nails have been reduced 10c., cut nails 25c., horseshoes 25 to 40c., and smooth steel wire 20c. Other changes are pressed spikes, Mrs. Potts sad irons, and rope. The volume of business is steady and much about the same as it was a week ago. Payments are fair, and quite a number of letter orders are being received. There is very little business being done in fence wire of any kind, and, in nails, business is only moderate. A nice steady trade is still being done in screws, bolts, and rivets and burrs. Harvest tools are going out fairly well. A good demand is being experienced for enameled ware, but tinware is still quiet. A fair sorting-up trade is being done in cutlery and sporting goods.

BARBED WIRE—There is very little being done and prices are without change. We quote f.o.b. Cleveland \$2.95 in carlots, and \$3.05 in less than carlots; f.o.b. Toronto, \$3.25 in less than carlots.

GALVANIZED WIRE—Trade is particularly quiet in galvanized wire. We quote as follows from Toronto: No. 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No.

The Popular Fireproof Roofing

Eastlake Shingles

GALVANIZED OR PAINTED

Always give absolute satisfaction.

Not only fire and weather proof, but also lightning and rust proof.

And quicker laid than others—their patent side lock gives them immense superiority.

They are in great demand by practical builders everywhere—are you handling them?

Our catalogues and price list are at your service.



METALLIC ROOFING CO., Limited KING and DUFFERIN STREETS, **Toronto.**
Wholesale Manufacturers.

12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$5.10; No. 16, \$5.15. The f.o.b. price Cleveland for No. 69 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—There is not much being done in oiled and annealed wire. The base price has been reduced 20c., now being \$3 per 100 lb. The recent figure of \$3.10 quoted by us was a mistake, the price up till the present change being \$3.20 per 100 lb.

WIRE NAILS—The price of wire nails has been reduced 10c. per 100 lb., the base now being \$3 in carlots and \$3.10 in less than carlots. The demand is light, but a better business is looked for with the reduction in prices.

CUT NAILS—These have also been reduced, the price now being 25c. lower, at \$2.60 per keg Toronto, Hamilton, London and Belleville. The demand is decidedly light.

HORSESHOES—Quite a reduction has been made in the price of horseshoes, quotations being 30c. lower on iron shoes, and 40c. on steel shoes. We quote as follows, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.75; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$5.20; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$4; snowshoes, \$4.25; light steel shoes, \$4.20; featherweight, (all sizes), \$5.20. The differential between Toronto and Montreal is now only 10c. instead of 15c. as formerly.

HORSE NAILS—No change has been made in the price of these. The volume of business is still light. Discount 50 per

cent. on standard oval head, and 50 and 10 per cent. on Acadia.

PRESSED SPIKES—A reduction has been made in the price of these, the discount now being 25 per cent., instead of 20 per cent. as formerly.

SCREWS—Trade keeps fairly good in this line and prices are without change. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, $67\frac{1}{2}$ per cent.; flat head bronze, $67\frac{1}{2}$ per cent.; round head bronze, $62\frac{1}{2}$ per cent.

BOLTS AND NUTS—Trade is keeping up well, a fairly good demand being reported for stove and tire bolts. We quote as follows: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, $52\frac{1}{2}$ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, $52\frac{1}{2}$ per cent.; bolt ends, $62\frac{1}{2}$ per cent.; nuts, square, $3\frac{1}{2}$ c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS AND BURRS—Business keeps fairly good in rivets and burrs and prices are quoted as before. We quote: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

ENAMELED WARE—Business is increasing, especially in preserving kettles, and a nice trade has been done during the past week.

ROPE—There has been quite a sharp re-

duction in the price of both sisal and manila rope, and we now quote the base price as follows: Pure manila, 13½ to 14c.; merchants' manila, 12½ to 13c.; "A" quality manila, 11½ to 12c.; special manila, 10½ to 11c.; sisal, 9½ to 10c. The demand for rope is only moderate.

SPADES AND SHOVELS—Trade is fair for this time of the year. Discount 40 and 5 per cent.

HARVEST TOOLS—A fair trade is being done, but the volume of business is not up to what it was at this time last year. The disappointment appears to be particularly in regard to haying tools and snaths.

POULTRY NETTING—Although the season for a large demand is about over, there is still a fair sorting-up business being done. Discount, 40 and 5 per cent.

ICE CREAM FREEZERS—Trade is falling off in this line, although there are still quite a few going out.

REFRIGERATORS—Quite a little revival in business has been experienced during the past week, much to the gratification of the wholesale trade, who had still a few left over.

GAS AND OIL STOVES—Although the demand is not brisk, trade during the past week has been steady.

SCREEN DOORS AND WINDOWS—Business in doors amounts to but little, but a fair business has been done during the past week in screen windows.

GREEN WIRE CLOTH—There is still a little of this going out at \$2 per 100 square feet.

CUTLERY—There is a nice business being done in small quantities of pocket and table cutlery.

SPORTING GOODS—There has been a little movement during the past week in guns, rifles, revolvers and ammunition.

MRS. POTTS SAD IRONS—A further reduction in the price of Mrs. Potts sad irons is announced. No. 55 polished are now quoted at 75c. per set and No. 50 nickel-plated at 80c. per set.

CEMENT—Local trade is still lighter than at outside points. A good movement, however, at steady prices keeps up. We quote as follows in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

TACKS—As we go to press, a change is announced in the discount on tacks, but lack of time prevents our doing anything beyond barely mentioning the fact.

METALS.

There is not a great deal of business being done in metals, although for tinplates and galvanized sheets a fairly active business is to be noted.

PIG IRON—The outside markets continue to rule weak, a further reduction having taken place. The buying is only of a hand-to-mouth character. Prices are nominally unchanged.

BAR IRON—The demand is fairly good, but prices are somewhat irregular, some houses quoting as low as \$2.10 Toronto and Hamilton.

HOOP STEEL—A fairly good business is still to be noted and prices are unchanged at \$3.25 base.

PIG TIN—The market during the past week has been decidedly firm, and Thursday's cable announced an advance of £2 15s. in London for futures. Prices are also higher in the United States, and on Thursday in New York \$32.45 was bid, and \$32.75 per ton asked. Locally, there is some irregularity in prices, on account of certain dealers not following the outside markets as closely as others, but the ruling prices are 34 to 36c. per lb. Trade has been fairly good and stocks are still light.

TINPLATES—Are a little easier in England, but no change is to be noted here. The cause of the easier feeling in Great Britain is the lightness of the demand while the threatened strike has been averted. There is a fairly good demand on the local market for this time of the year.

TINNED SHEETS—Trade is only fair, and prices are unchanged.

GALVANIZED SHEETS—Trade is fairly good, and the quantities wanted are fairly large. We quote: 28 gauge at \$5 in case lots for English, and \$4.60 for American in ton and half-ton lots. Smaller quantities are 15c. higher in both kinds.

BLACK SHEETS—Trade has been fairly good in this line during the past week, and the base price is unchanged at \$3.60.

IRON PIPE—Trade is fairly good and improving. The new prices recently adopted are being maintained by the local dealers. Discounts are now as follows: Black pipe, ¼ to ¾ inch, 40 per cent.; ½ inch, 60 per cent.; ¾ to 2 inch, 66⅔ per cent.; larger sizes, 50 and 5 per cent. Galvanized pipe: ½ inch, 40 per cent.; ¾ to 2 inch, 50 per cent. These prices are for carlots and f.o.b. Montreal. For small lots, 10 per cent. is added.

LEAD PIPE—Business in lead pipe is improving a little. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

LEAD—An improvement is also to be noted in this line. The price is unchanged at 5 to 5¼c. per pound.

SOLDER—Trade is good and more active than it was a week ago. We quote: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20½c.

ANTIMONY—There has been a little

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery.
6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street
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COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP.

With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St., BIRMINGHAM.

BURMAN & SONS, LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

**"Pullman"
Hardware
Specialties**

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

movement in antimony during the past week at 11 to 11½c. per lb. for Cookson's.

CANADA PLATES—The volume of business in Canada plates is small. We quote: All dull, \$3.50; half-polished, \$3.60, and all bright, \$4.

COPPER—Ingot copper has ruled quiet during the past week, but the demand has been fair for sheet copper. We quote ingot at 19½ to 20c., and sheet at 23 to 23½c.

ZINC SPELTER—Although there is a little more business being done than there was, the movement is still light. We quote 7 to 7¼c. per pound.

ZINC SHEETS—The demand is fair for small lots. We quote 7¼c. for casks and 7¾c. for part casks.

PAINTS AND OILS.

There is still a fair trade doing. Paris green this week is firmer than last. There has been a heavy demand at prices quoted, though there is no advance. Linseed oil is still very firm. Some importers say that orders are now being booked in England for August and September, in expectation of an advance; while buyers in England are taking all they can get at present prices. Present indications are that prices will be maintained all fall, if not raised, though other conditions may arise to keep them down. Turpentine, also, keeps firm, as do liquid paints at quoted prices. In Savannah, turpentine is reported to be firm. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantities;

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETTE," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

tity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 71c.; two to four barrels, 70c., delivered to outside points. Toronto, Hamilton, London, Sarnia, Walkerville, Chatham, Dresden, Wallaceburg and Amherstburg, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The market is very quiet and will likely continue so through the Summer. No change in prices is to be noted. We quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united inches, \$6.00, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL

The market has not improved, and the outlook for a good trade is not very bright, at least, for the rest of the month. We quote jobbers' prices: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stovecast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 10½c.; scrap lead, 2¾c.; zinc, 2½c.; scrap rubber, 5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

PETROLEUM.

A fair trade continues. Prices are steady and remain unchanged from last week. We quote as follows: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene,

17½c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

COAL.

There is a good demand, at present prices, and a brisk trade is doing. Some difficulty is experienced in getting cars to ship coal to Canadian points, owing to some American lines refusing to allow their cars to run in Canada. Our quotations for anthracite on cars at Buffalo and bridges are: Nut, egg and stove, \$4.50 per gross ton, or \$4.01 per net ton; grate, \$4.25 per gross ton, or \$3.79 per net ton.

MARKET NOTES.

Sisal and manila rope are quoted lower. The discount on tacks has been changed. Wire nails are 10c. and cut nails 25c. lower.

Horseshoes are 25c. lower on iron, and 40c. lower on steel.

The discount on pressed spikes has been increased to 25 per cent.

The base price of smooth steel wire has been reduced \$3 per 100 lb.

RADIATOR MEN PICNIC.

The Dominion Radiator Co., Limited, Toronto, treated its employees to an excursion on Saturday last. The rendezvous was St. Catharines, and everyone, from apprentice to Manager John M. Taylor was there. Ample arrangements were made for the entertainment and comfort of the excursionists.

The full band of the Royal Grenadiers was in attendance, and an excellent programme of athletic sports was provided. There were races even for the ladies employed by the firm, and the chief event was won by the telephone operator.

Foreign coal shipments from Vancouver Island collieries for the month of June amounted to 97,532 tons.

R. P. McLennan, of the hardware firm of McLennan, McFeely & Co., Dawson City, has taken a scow load of hardware to that place. Mr. McLennan brought a harness-maker to Dawson with him.

MANITOBA MARKETS.

WINNIPEG, July 9, 1900.

The volume of business continues good. The mail order business has been exceptionally good this year. Horseshoe nails, tinplates and zinc sheets show change of price this week. The recent heavy rains have improved the crop outlook to a considerable extent, but not sufficiently to give any impetus to the implement trade as yet. Building operations have been somewhat retarded by the heavy rains, but, owing to the early season, are much further forward than usual at this season of the year.

The following is the price list for the week.

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire	4 12
"	11
"	12
"	13
"	14
"	15
Wire nails, 30 to 60 dy, keg	4 00
" 16 and 20	4 05
" 10	4 10
" 8	4 15
" 6	4 30
" 4	4 35
" 3	4 40
Cut nails, 30 to 60 dy.	3 20
" 20 to 40	3 25
" 10 to 16	3 30
" 8	3 35
" 6	3 40
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.90 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin	35
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch	50 and 10 p.c.
Over 2 inch	45 p.c.
Rope, sisal, 7-16 and larger	11 25
" 3/4	11 75
" 1/2 and 5-16	12 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00
Solder	22
Cotton Rope, all sizes, lb.	15
Axes, chopping	\$ 7 00 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	75 and 10 p.c.
Round	70 p.c.
Flat " brass	70 p.c.
Round " " " " " " " "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage 5-16 and smaller	42 1/2 p.c.
3/4 and larger	37 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.

Rivets, iron	37 1/2 p.c.
Copper, No. 8, lb.	33 1/2 c.
Spades and shovels	40 p.c.
Harvest tools	50, 10 and 5 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 65
No. 1	1 25
Linseed oil, raw, per gal.	92
" boiled	95
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	40 p.c.
C.F. pistol	10 p.c.
C.F. military	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	7 25
Chilled	7 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
" plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.
Turpentine, by barrel	83c.
Less than barrel	88c.

CIVIC CONTRACTS AWARDED.

At a meeting of the Water Committee of the Montreal Council, held last Monday, the following contracts were awarded: For meters, Drummond, McCall & Co., to be delivered as required; for pipes, on similar terms, to The St. Maurice Foundry & Machine Co., of Three Rivers; special castings, P. Amesso & Co., of Montreal; brass castings, to Rubenstein Bros.; for lead pipes, The Montreal Rolling Mills; pig lead, The James Robertson Company; tin, Mrs. D. J. Coghlin, Montreal, and scrap iron and lead to M. Cole, Montreal. General stores and cements were referred to a general committee to be decided upon later.

MANUFACTURERS' CONVENTION.

The Canadian Manufacturers' Association have fixed the dates for their big convention for Wednesday and Thursday, August 29 and 30 next. The first evening will be spent in an informal reception at their rooms in the Board of Trade building, and the real business of the convention will occupy all day Thursday. Members will adjourn for luncheon in sections, those interested in the same lines lunching together, and in the evening a banquet will be held, at which it is hoped Sir Wilfrid Laurier and other prominent men will be present. A feature of the convention will be the entertainment provided for the wives of members. A special committee has been appointed to drive the ladies about the city during the day and take them to the Exhibition in the evening.

Tenders are called for by James Osborne, general superintendent of the C.P.R., for the purchase of the company's sawmill and contents at Coal Creek, B.C.

THE
LATEST!

K
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KHAKI

K
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FLOOR PAINT

K
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KHAKI

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FLOOR PAINT

Description—The Khaki floor paint is the most fashionable and durable paint manufactured.

It is also useful for steps, stairs, verandahs and all surfaces subjected to HARD WEAR. The "Khaki" is a pronounced success, and a large number of repeat orders have been received by the sole makers, THE CANADA PAINT COMPANY. There are 24 1/4 gals. and 12 1/2 gals. respectively in a case—\$1.10 per gallon. Package in case lots, free. Sample cards will be mailed to any address at home or abroad upon application to the manufacturers of KHAKI.

THE
CANADA
PAINT CO.

LIMITED

TORONTO AND MONTREAL.

THE ADVERTISING ARENA.

A practice worthy of emulation is, says an exchange, that of those manufacturers and wholesalers who put particular effort into the advertising designed to help the retailer sell the goods.

Retailers, remarks Profitable Advertising, are separating into two classes—those whose advertisements depend more and more upon lowness of price for effectiveness, and those who depend less and less upon price.

SAYINGS—OLD AND NEW.

Doom dogs the heels of crime—and of poor ads.

I see a dusk and awful figure rise—the ad. smith.

He stood alone—the only one who did not use the papers.

And still in a tone of dolorous pitch—he refused to advertise.

My verses were as meaningless and stale—as some advertising.

If 'twere done when 'tis done then 'twere well 'twere done quickly—advertising.

Speak, for thou long enough has acted dummy—ye men who do not advertise.

It is a hard matter to lie well—but some advertisers and circulation men can do it.—Advisor.

HINTS AS TO SHOW CARDS.

The show cards which you use in the windows require a great deal of attention in several respects.

In the first place, there is nothing which gives a store such a poor appearance as dirty or poorly-made show cards. The expense of having good show cards well made and of changing them often enough to keep them fresh and clean, is so little in comparison with the harm that untidy cards do, that there is no excuse for any firm not having the best.

White cardboard for a window is to be preferred under most circumstances. When colored cards are used, care should be taken that the colors do not conflict with the colors of the goods on which they are placed. A lack of harmony in this respect will often spoil a very good window display. If colored cards are used, only one color at a time is a great deal better than having several colors in the same window.

Again, the cards may be varied by using different colored inks on a white cardboard. This gives all the benefits of bright display without necessitating the purchase of different colored cardboards.

In making show cards, taste should be displayed in the arranging of the words and figures, if anything but the price is on the card. It is better to have a white margin around the figures than to have the figures consume the whole of the space. This gives a much neater effect than when the whole card is filled. In the same way, the larger the window card the more white space around the edges may be used to make the card attractive. But take care that you do not have the cards so large as to hide the goods on which they are displayed. You must remember that you are not making a display of window cards, but a display of goods. I have noticed several windows lately in which about the only thing that could be seen at a distance was an array of window cards. The goods seemed almost insignificant in their quality in comparison with the signs. Too few window cards are even better than too many, although this is an extreme which should be avoided.—Chas. F. Jones.

RUTS ARE FATAL TO SUCCESS.

A manufacturer who feared that he might be getting into ruts, recently invited a friend to inspect his factory, says Success. As he explained his various methods, the friend was quick to see faults and offer suggestions. The manufacturer now claims that this interview pointed out to him ruts, the elimination of which has saved him hundreds of dollars a week.

Perhaps you cannot see the ruts you are running in. If you ask some friend, someone who won't lie to please you, how your store, or factory, or place of business looks, how it compares with other places of business, he will probably point out a rut or two.

It is an easy matter to get into a rut and very difficult to get out. What is to-day a dangerous rut may have been a perfect method at a time not long past, but conditions and times change. This is an era of up-to-date methods.

Twenty-five years ago, a simple announcement in a local paper was all the advertising a dealer was called upon to do. To-day he must take more space; he must write his advertisement more carefully and attractively.

Ten years ago, if you did not happen to have what your customer wanted, he would take the best substitute you had. To day, he will get just what he wants from your

neighbor. Almost any kind of store would do 25 years ago; to-day, it must be well furnished, well lighted, well kept, and must have bright, courteous salesmen, or the best customers will not patronize it.

NEW WORDS IN THE LANGUAGE OF BUSINESS.

Imagine a business man of a hundred years ago transported to the present time, and attempting to read down the "want" columns of a modern newspaper, remarks an exchange. The motorman, the conductor, the district manager, the telegraph operator, the telephone girl, the elevator boy, the electrician, the lineman, the typewriter, the stenographer, the engineer—would convey no idea to his mind of the requirements and duties of the situations wanted. Fancy his inability to comprehend the shipping news, the commercial items, with the hosts of new words which modern transportation has introduced, such as the steamboat, the railroad, the express train, the freight train, the grain elevator. This gentleman of the olden time, who might have been a power in his financial world, could go to school to his nine-year-old great-grandchild with advantage, for an understanding of the most simple terms of commerce and trade.

ADS. THAT KICK BACK.

Extravagant offers create wrong ideas of values in the minds of ad. readers and make it more difficult to appeal to these same people with straightforward honest advertising, because such offers teach these people to expect too much for their money, remarks Advertising Experience. They get such extravagant ideas that it becomes almost impossible for the legitimate dealer or mail-order house to please them.

Exaggeration and clever juggling of words which is so prevalent in certain classes of advertising to-day, is doing as much harm as the out-and-out dishonest advertising is to undermine the confidence of ad. readers in all advertising. This subtle kind of dishonesty is even more dangerous than is the straightforward dishonesty of some advertisers, if it may be called such. People who are wronged by such advertising, if they are not led on by the very charm that the taking of risks may have for them, learn to regard all advertising as being at least exaggerated and to be taken with a grain of salt.

All such dishonest and scheme advertising and all low-grade advertising, honest though it may be, tends to discourage the better classes of people from looking through the advertising pages of periodicals which contain this class of advertisements.

HEATING AND PLUMBING

TORONTO PLUMBING CONTRACTS.

GUEST & CO. have the contract for the plumbing and gasfitting in Mr. Richardson's four houses on Bolton avenue.

W. Mashinter & Co. have secured the contract for the hot-water heating in Smith & Barnes' hotel, St. Thomas, Ont.

Purdy, Mansell & Co. have been given the contract for the plumbing and steam-heating in the new addition to the Robt. Simpson building.

SOME BUILDING NOTES.

A church is being erected at Zenda, Ont.

John T. James is building a new store at Bridgeburg, Ont.

An Anglican church is being built at Brookholm, Ont.

A Roman Catholic church will shortly be built in Lanark, Ont.

A new St. James' church is being erected in Hull, Que.

A Presbyterian church is being built at Baldur, Man.

Mrs. Lawley is building a residence at Manitou, Man.

Presbyterians at Ashcroft, B.C., are building a new manse.

A new normal school building is being built at Wolfville, N.S.

Charles Dance will build a residence in Kingsmill, Ont.

A new Roman Catholic church is being built in Havelock, Ont.

Fortin & Gravelle are building a hotel for Mr. Gauthier, at Hull, Que.

A new Presbyterian church is being erected in Liverton, Ont.

A Methodist church is being built at Holly, Ont., to cost \$2,000.

The Roman Catholics are building another chapel in Sydney, N.S.

A. F. Douglas is commencing the building of a large house at Brule, N.S.

E. B. Tryon, Fred. Hall and J. O'Leary are building a house at Cedarville, P.Q.

Work will soon commence on the new N.P.R. station at Portage la Prairie, Ont.

The people of Alexandria, Ont., are trying to get the Government to build a post office in that town.

A factory for the manufacture of staves, hoops and heading will be established in Glasgow, Ont.

The Parkhill Basket Manufacturing Co. will build a new factory in the fall, at Owen Sound, Ont.

Dr. Beeman, Mallorytown, Ont., is making extensive improvements on his buildings.

P. F. Curtis is building a three-storey brick store in Baldur, Man. It will cost about \$6,000.

The Anthes Manufacturing Co., Berlin, Ont., intend to build a large addition to their factory in the near future.

A boys' reformatory will be built in Oxford County; the building operations will be commenced in the fall.

A large office and store building is to be erected at once in Phoenix, B.C. It will be two storeys high, with 5 stores and 13 offices.

The following building permits were issued in Ottawa, last week: Peter Craigie, a solid brick house, Spruce street, \$600; Richard Cornwall, frame dwelling, Willow street, \$600; Belinda Harris, double brick veneered house, Cooper street, \$5,000; W. G. Saunders, rough-cast kitchen, Fourth avenue, \$500; Chas. Bird, brick veneered house, James street, \$1,000; Israel Pare, frame house, Sherwood street, \$200.

The following building permits have been issued in Toronto during the week: Lawrence Bros., two-storey addition to bakery, 48 and 50 Denison avenue, \$2,000; Mrs. Mark Irish, two-storey brick dwelling, 406 Jarvis street \$3,500; M. Hutton, two-storey brick house, 67 Queen's Park, \$1,500; Toronto Railway Co., coal building, on Cosmopolitan Wharf, \$1,000; Mrs. Shingler, two-storey brick dwelling, Wright avenue, near Macdonald avenue, \$1,600; T. H. George, three-storey brick residence, 72 Avenue road, \$3,000; Thos. Buckley, two-storey rough-cast dwelling, 53 River street, \$1,000.

WATER PURIFICATION.

Water purification, up to date paving of the thoroughfares of cities, and improved conditions of construction and sanitation in dwellings have been productive of increased longevity among the citizens. Chicago is one case in point. In that city, according to Fire and Water, the average duration of life has more than doubled in a single generation. In 1869 the average years for the total number of those who died were only 13.9. In 1898 they were 29.4—an increase of 111.5 per cent. Taking the figures of population as a basis, these show that, with

an average annual death-rate of 14.4 per thousand during 1894-98, compared with a like rate of 40.6 per thousand between 1845-54, there has been a saving of 40,050 lives per annum out of the average population of the last five years. Another noticeable point is Chicago's marked reduction in the proportion of infant and child mortality to the total mortality of all ages. The figures demonstrate a reduction of 30 per cent. under one year; of nearly 56 per cent. between one and two years; and of more than 45 per cent. between two and five years. It is confidently claimed that the improvement all round will be more marked now that the drainage canal is in operation. There are, however, those who insist that Chicago's gain in this respect will be at the cost of those cities lying near the waters into which the canal drains.

AN OPEN LETTER.

To the Apprentices to Canadian Plumbers.

Our Dear Sirs,—How high the quality and standard of the Canadian system of plumbing shall be in a few years rests largely with you. The present generation of plumbers is going to be displaced by another class that is growing up, and just as the Canadian people seek counsel from our present authorities on plumbing, as to what sanitary improvements shall be introduced, and as to what system shall be installed, so they will continue to look in future years to their plumbers for reliable information. Those who are now apprentices shall in that day be the authorities who do the advising. Consequently the country has

SOMETHING TO DEMAND OF YOU.

It demands that you fit yourselves for the coming responsibilities.

And these responsibilities are not to be considered lightly. For, if you have the fixing of the standard of Canadian plumbing you have the opportunity to improve the economic condition and comfort of the Canadian people. You have, then, a mighty obligation resting upon you. Economic prosperity is dependent upon the energies of a people, energy is incompatible with poor health, and health is influenced, perhaps more than we as yet imagine, by our sanitary condition. How we, as Canadians, are going to fare for good scientific sanitation it remains with you to say. You have chosen a trade, but with that trade comes responsibilities which you must share with your confreres. If, as individuals, you fail to share the responsibility and refuse to meet it, you

MANUFACTURERS

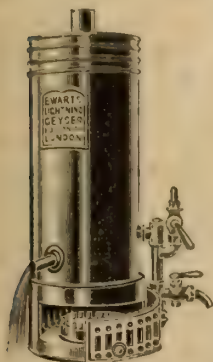
OF

**PLUMBERS'
and STEAMFITTERS'
SUPPLIES**

The Jas. Morrison Brass Mfg. Co.

TORONTO

Limited.



**HOT WATER
INSTANTLY,
NIGHT OR DAY.**

Boiling Water
in a Minute.
Hot Bath When Wanted

**EWART'S
"LIGHTNING"
GEYSER**

FOR GAS OR OIL.

346 EUSTON ROAD,
LONDON, ENGLAND.

Illustrated Price List Free.

Alarm, Double Stroke

BICYCLE BELLS

Manufactured

by ...

The Ontario
Lantern
Company.

Write for Prices to

WALTER GROSE, MONTREAL

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

55 Board of Trade Bldg., MONTREAL, QUE.

Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly
attended to, by

**The Roberts Advertising Agency,
WINNIPEG, CANADA.**



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

KNOX HENRY

Heavy Hardware and Metal Broker

Room 220 1/2 Board of Trade, MONTREAL.

SPECIALTIES — C Brand Horse Nails — Canada
Horse Nail Co.

BOLTS — Tire and Stove Rivets of all kinds — Craft
Screw Co.

BRASS GOODS — Gunn Castor Co., Limited, Bir-
mingham, Eng.

HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of

High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere.



Berlin Felt Boot Co.

BERLIN, ONT.

Manufacturers of ...

Guaranteed
BEST and
CHEAPEST
in the
market.

HAIR FELT

Made in
1/2 INCH
3/4 "
1 "

For Water and Steam Pipe Covering.

We keep a Large Stock to make Prompt Shipments.

AS GOOD AS THE
BEST, AND BETTER
THAN MOST.

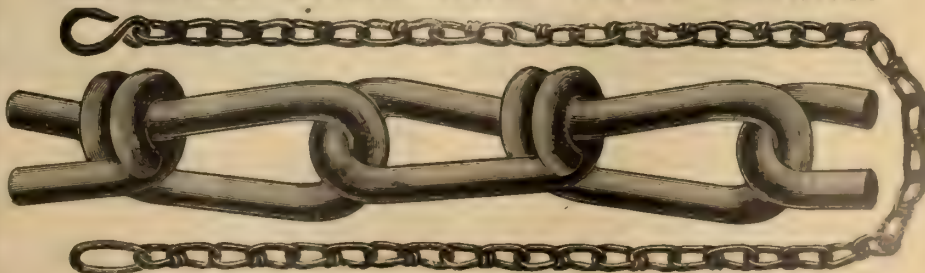
The Bailey



Cutlery Co.

BRANTFORD, CAN.

IMPROVED STEEL WIRE TRACE CHAINS.



Every chain guaranteed. Most profitable and satisfactory chain to handle.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

are proving false to a trust that society has imposed upon you. It does not behoove you to enter upon your task with

TOO LIGHT A HEART.

Remember that you have chosen a life work. You draw from it a regular wage, but you also draw a responsibility whether you wish or no.

In this country, plumbing and artificial sanitation is in its infancy. And yet, already, good plumbing is essential to human comfort. But it will become more and more indispensable. You must remember that the majority of towns throughout this Dominion have yet to install a system of waterworks. You must remember that the sewerage question is a burning one in large cities, like Toronto and Montreal, at the present time. You must understand that there are going to be radical changes from the system now in vogue. You must not be passive; activity and watchfulness should be your watchwords. Truly, we are blessed with a conscientious and well-posted class of plumbers at the present time, but they are of this age and you are of the next. See that you

FILL YOUR PLACES

in the next age as well as they have in this. That is all that is demanded of you and that at least should be your aim.

The first thing you must do to achieve your aim is to equip yourself with mechanical and technical knowledge. The former can be acquired more easily than the latter. In your apprenticeship you will learn to make a joint; there is no doubt of that. You will also learn that hot air rises, and, if cold air can rush in and take its place, a draft will be created; that is quite simple. But you know you must have more than that knowledge for a thorough equipment. To be able to attach a stove does not make you a competent plumber. There is, withal this, the necessity of scientific knowledge. You must be able to discuss the relative merits of systems of heating, ventilating and lighting. You must have opinions. You must be acquainted with all the latest ideas of plumbing. We hear that the Toronto plumbers have a "trap" method of preventing sewer gas from being conducted into a house; the Montreal plumbers ventilate by a pipe through the building. Which method do you prefer? It rests with you to study such things. By such means you will improve yourself, and some day you all may be as

GREAT AUTHORITIES ON PLUMBING

and sanitation as Mr. J. W. Hughes, of Montreal. Nearly all successful men in your line have had to go through a thorough course of training similar to this. Mr. Edward Gurney, of the Gurney Foundry

Company, studied moulding from it simplest to its most complex principles, and his son has made a similar study of heating. You can, then, see the necessity of informing yourself, and of acquiring an intimate knowledge of the science upon which your trade is based. You are blessed with a trade about which you cannot know too much. Moreover, the only way you can acquire that knowledge is by your own individual exertions. You have a chance to excel in your trade, and we wish you to appreciate it. You have shown the common sense to adopt a trade in which the pay is high and success plentiful, see that you continue to exercise that good judgment by applying yourself diligently. Read all the books on sanitary science you can beg, borrow or buy. Be sure, the season of fruitage will come. Such endeavors will bring you financial success and raise you in the respect of the community.

Some day you will be tendering on contracts. You will then have to court favor with certain men. Your

INTIMATE KNOWLEDGE

with your trade will give you confidence and will instil confidence into those with whom you deal. Education is a fine qualification in any trade, but it is peculiarly handy in the plumbing trade. As the writer of this letter was talking to a Montreal plumber this week, this gentleman told us that he had made a mistake quite recently when figuring on a contract, and had tendened \$100 less than the job was really worth to him. He did not discover his mistake till after he had been given the contract and had commenced work upon the job. He then could not recede, but was forced to go ahead and take his medicine. Now, that man had not the requisite amount of education, evidently, to succeed in business. It was a "slip," but a careful man, one who had thoroughly fitted himself as an apprentice for his business career, would not, in all probability, have made the mistake. That illustrates the benefit of an education.

EDUCATE YOURSELVES,

Canadian apprentices, and you will be better all-round men! Again, education and technical knowledge are as essential as practical knowledge to a successful plumber.

We shall have something to say to you again.

With Best Wishes,

The Plumber and Steamfitter.

Montreal, July 9, 1900.

[P.S.—Employers who are subscribers to **HARDWARE AND METAL** are requested to kindly let their apprentices have their copies of the paper. If they read it, they will appreciate it.—ED.]

MONTREAL BOILER MEN STRIKE.

THE movement of the boilermakers in Montreal for an advance of wages has culminated in a general strike. The employes of the Grand Trunk and Canadian Pacific railways relinquished their employment last Friday, and on Saturday the men in the employ of private firms, notably those of Mr. John McDougall, Caledonia Works, William Street, W. C. White and J. & R. Weir, were ordered out.

Altogether, about 250 men have given up their positions. They demand an increase of 10 per cent. in the rate of wages and the adoption of a minimum wage. The employers were notified of the fact by circular three weeks ago that unless these demands were complied with a strike would ensue. The wages of the strikers having been running from 23 to 33c. an hour, a rate which the employers say is in excess of the amount paid in other Canadian cities. But the workmen claim the conditions of trade are such at the present time as to warrant a general advance to all classes of workmen.

Altogether the dispute seems to be one that could be settled amicably if a powerful board of conciliation was in existence.

The strike may cause a suspension of other branches of engineering work which are dependent upon the boilermakers, particularly as the Montreal men compose a local branch of the International Union, which may render it difficult for the employers to import others to take the vacant places.

WHAT A WOMAN DID WITH A POT OF PAINT.

A woman will put paint, as well as hair-pins, to a good many uses. This is evident from a letter which Mr. W. H. Evans, one of the partners of the Canada Paint Co., received recently. The letter is signed by Mr. C. P. Black, of Montreal. His wife, it appears, had bought a small tin of No. 3 size of The Canada Paint Co's "Manhattan" coach black, one of the lines of prepared varnish colors. With this she painted two drawing-room wicker armchairs, one drawing-room wicker plain chair, one drawing-room table, one inkstand, one lawn sprinkler and frame, one four-foot easel, and finally a straw hat. And her husband says she has still some left and is looking around for something more that would look well in a brilliant black.

Mr. J. Hopper, general merchant, Coatsworth, Ont., left the past week for a visit to his old home, Frosterly, England. He will also visit the Paris Exposition, returning in about two months.

ISLAND CITY



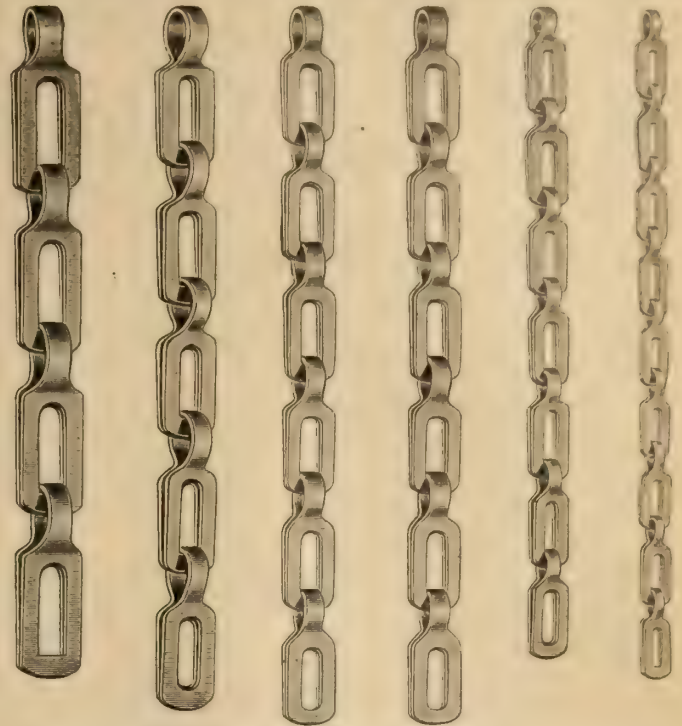
The best way for a hardware dealer to insure the success of his business is to handle

The Island City Mixed Paints
 Floor Paint dries hard in 8 hours
 The Island City Varnishes
 The Island City White Lead
 The Island City Pure Colors in Oil and Japan.

Customers are sure when they buy our Island City Paints that they get the best value for their money.

P. D. DODS & CO., Proprietors, 188-190 McGill Street
 MONTREAL.
 TORONTO, HALIFAX, WINNIPEG.

ALUMINUM SAFETY CHAIN



We are now making ALUMINUM "PLUMBERS" and "REGULAR" SAFETY CHAIN. The price is low, and for many purposes it is better than the ordinary chain. We, of course, continue to manufacture the brass chain, making all the standard sizes and styles together with a complete assortment of accessories such as Shooks, Split Links, etc. Special Plumbers' chain price list on application.

ONEIDA COMMUNITY, Limited, Niagara Falls, Canada

We illustrate a few of our . . . TRUCKS

WE HAVE OTHERS.

SPECIAL TRUCKS MADE TO ORDER.



Send for Catalogue.


THE FAIRBANKS CO.

749 CRAIG STREET, - - - MONTREAL

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY,
MONTREAL.

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of 

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from

Canadian Office:

6 St. Sacramento St., MONTREAL

F. A. YORK, Manager.

Portland Cements

BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

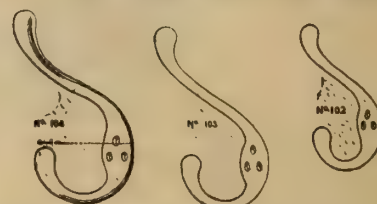
W. McNally & Co.
MONTREAL.



TRADE MARK

SAVE MONEY BY BUYING

Gunn's Patent Brassic Goods



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

THE GUNN CASTOR CO., Limited.
KNOX HENRY,

Canadian Agent, 220 Board of Trade MONTREAL.

Emerson, the Philosopher



THIS CUT SHOWS

Our Double First Floor Outfit
FOR

..HEAVY OILS..

These tanks are built with a "pocket" in which the pump stands always submerged in oil, hence there is no "sticking" or "gumming." Accurate GALLONS, HALF-GALLONS AND QUARTS. They will handle Varnishes, Raw and Boiled Linseeds, Turpentines, Fillers and Non-Lubricants generally to your entire satisfaction. Catalogue free. Send your address.

Wrote — "To feel that our efforts are appreciated is the sweetest part of life." The Good, Gray Poet's words "ring, true." Appreciation is sweet when it comes not as flattery, but as an honest sentiment. We submit the following:

FORT WAYNE
DRUG CO.

IMPORTERS AND
JOBBER OF

Drugs, Varnishes
Oils,
Chemicals and
Sundries.

FORT WAYNE, IND.,
May 17, 1900.

S. F. BOWSER & Co.,
Fort Wayne, Ind.

GENTLEMEN:—We are pleased to say that the Fifteen Oil Tanks which we have of various sizes are in first-class condition after being used over a year. All of these have rendered excellent service. We would be at a loss if it were impossible for us to duplicate any order for these goods. We cannot understand how any house can call themselves well "quipped" conducting a first-class business without the Bowser Self-Measuring Oil Tanks. With kindest regards, we are

Very truly yours,
FORT WAYNE DRUG
Co.
Per F. W. Sihler,
Sec'y.

S. F. BOWSER & CO., P. O. Box 564, TORONTO.
Factory: FORT WAYNE, IND.

EXTENDED INSURANCE.

One of the many liberal features embodied in the
UNCONDITIONAL ACCUMULATIVE POLICY
issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

A HARDWAREMAN'S MARRIAGE.

J. R. Coate, of Adams & Coate, hardware merchants, Kingsville, Ont., was married to Miss Mabel, youngest daughter of Jas. King of Kingsville Gas Co. The happy couple are spending their honeymoon in Chicago and the West.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.



VanTuyt & Fairbank

Petrolia, Ont.
Headquarters for...

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers.
Montreal
Price Lists on application

COOPER PATENT ELBOWS

Bright and Common.



E. T. WRIGHT & CO.

Sole Manufacturers
HAMILTON, ONT.



"JARDINE"

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

BERGER'S HOOKS



SOIL PIPE HOOKS
GAS PIPE HOOKS
PLUMBERS' HOOKS
GAS PIPE STRAPS
FLASHING HOOKS



Wrought or malleable, as desired. Large stock. Per-
fect goods. Write for catalogue and prices.

BERGER BROS. CO.

Mfrs. of Tinnerns' and
Roofers' SUPPLIES.

231 and 237 Arch St., Philadelphia

MANUFACTURERS

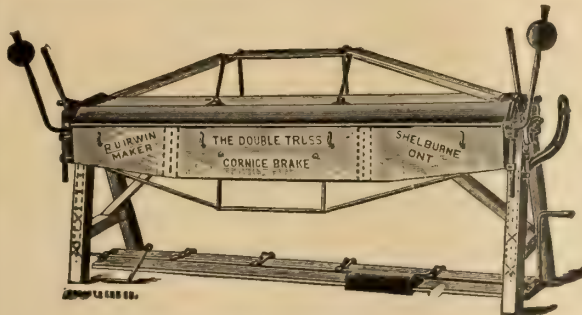
Babbitt Metals . . .
Tinnerns' and Plumbers' Solder
Ingot Brass, etc.

IMPORTERS AND DEALERS

Pig Tin, Pig Lead
Ingot Copper . .
Antimony, etc.

SYRACUSE SMELTING WORKS.

Factories: MONTREAL,
and SYRACUSE, N.Y.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

STEVENS RIFLES



THE FAVORITE

is made in three calibres
22, 25 and 32 Rim Fire

and is the best low-priced rifle made. Highest quality of work
Accuracy guaranteed. Weight, 4½ lbs.

No. 17, Plain Sights— List \$ 8.00
No. 18, Target Sights— " 11.50
No. 19, Lyman Sights— " 12.00

Send for our complete catalogue,

J. STEVENS ARMS & TOOL CO.

For Sale by All Leading Canadian Jobbers
At Trade Discounts.

P.O. Box 215, CHICOPEE FALLS,
MASS., U.S.A.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT
TWINE MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

INQUIRIES ABOUT CANADIAN PRODUCTS.

THE following were among the recent inquiries relating to Canadian trade received at the office of the High Commissioner in London :

1. A London firm inquire for the names of Canadian manufacturers of carriage woodware for export.
2. A firm of india rubber and gutta percha manufacturers in Glasgow desire to appoint a reliable agent to have the sole control of the sale of their goods in Canada.
3. An old established London firm are open to represent Canadian woollen manufacturers.
4. Inquiry has been received from a London house desiring to receive samples of oatmeal, pearl barley and similar products, in 7 and 14-lb. tins and kegs. Also golden syrup in 1 and 2-lb. tins.
5. A Scotch firm of produce brokers and importers are open to buy flaky bran from Canada for shipment during the fall.
6. A firm of wholesale booksellers and stationers are desirous of developing their export trade, and would be glad to hear from Canadian houses.

[The names of the firms making the above inquiries will be supplied on application to the editor of **HARDWARE AND METAL**. When inquiring kindly give date of issue and number of paragraph.]

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries :

1. A firm forming an important connection in the South-African market consider that trade might be established there in Canadian biscuits of a suitable quality, and is prepared to hear from Canadian makers.
2. A Scotch manufacturer of sheep dips and veterinary specialties wishes to introduce these articles into Canada.
3. A Glasgow firm asks for names of Canadian manufacturers of excelsior packing.
4. A house in Copenhagen would like to hear from Canadian exporters wishing to extend their relations to Denmark.
5. A Sheffield house is open to purchase supplies of doors, joinery and barrows.

THE PROVINCIAL BANK OF CANADA

It will be remembered by the trade that the suspension of La Banque Ville Marie in Montreal last July caused a run upon La Banque Jacques Cartier, which caused it to also suspend payment. However, it reopened business in October, and has been in a healthy condition since that time. But, to remove all traces of the unfortunate occurrence and to strengthen the weak spots that were then brought into view, a reorganization has been going on since last fall that has now culminated in a new charter and a change of name.

The new bank is to be called "The Provincial Bank of Canada." It will continue to do the French-Canadian business of La Banque Jacques Cartier but will also extend beyond that sphere as far as possible. The board of directors of La Banque Jacques Cartier have withdrawn to make The Provincial as new as possible. The officers are the same gentlemen with the exception

of the vice-president, who is now Mr. Geo. B. Burland. Mr. G. N. Ducharme resumes the presidency and Mr. Bienvenu is again general manager.

The board of directors will include such men as Hon. Louis Beaubien and Ald. H. Laporte. The capital of the bank has been increased and it is now regarded as a first-class bank. A glance at the constitution shows that great care has been taken to protect the customers of the bank, as well as the depositors. Sir. Alex. Lacoste has accepted the presidency of the new board of censors.

THE SCHOOLMASTER ABROAD.

In a provincial town in England, where the new khaki color is seen everywhere from neckties to umbrellas, and from shoes to bathing suits, the following sign was recently very prominently displayed from a draper's window :

KHAKI COSTUME CLOTH,
WARRANTED NOT TO
RIP,
WARE
OR TARE!

BEATING THE CREDIT MAN.

"THE most common method of beating the credit man is that of 'working' several cities at the same time and on the same basis of credit," writes Mr. H. N. Higinbotham, the great Chicago merchant, in The Saturday Evening Post. "Suppose the merchant in question to be located in a small town in the southern part of Illinois, near the Mississippi River. He comes to Chicago and says that he has decided to buy all his goods here because he can get better prices. His statement shows that he has \$4,000 in the local bank. As he only wishes for a credit of \$3,000 and a time limit of 60 days, the way seems very clear, particularly as the bank verifies his statement regarding the condition of his banking account.

"The credit is given and the customer repeats this operation in two or three other cities not too far distant from his town. Then he turns about and sells out the goods by sensational methods and flees with the money. Usually this is after he has started in business. A remedy against this kind of a game is to keep close track of every customer. If he appears to be piling up a very heavy stock of goods, and resorts to 'catch tricks' in order to sell a heavy line of goods in a short time, seeming to be indifferent to the matter of prices, it is well to tighten the lines about him and double the diligence with which he is watched."

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a line each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.



SEALED TENDERS addressed to the undersigned and endorsed "Tender for Dredging; Collingwood, Ont." will be received at this office until Friday, the 20th July, 1900, inclusively, for Dredging in the Harbour of Collingwood, Ont., according to a plan and combined specification and form of tender to be seen at the office of H. A. Gray, Esq., Engineer in charge Harbour and River works for Ontario, Confederation Life Building, Toronto, on application to the Postmaster at Collingwood, Ont., and at the Department of Public Works, Ottawa.

Persons tendering are notified that tenders will not be considered unless made on the forms supplied, and signed with their actual signatures.

Each tender must be accompanied by an accepted bank cheque made payable to the order of the Honourable the Minister of Public Works, for five thousand (\$5,000.00) dollars, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender

By order,

JOS. R. ROY,

Acting Secretary.

Department of Public Works,
Ottawa, June 21st, 1900.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it. (28)

Refrigerators

BUY

EUREKA

it is the best.

WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

Eureka Refrigerator Co.

54 Noble St., Toronto



This cut represents No. 13.

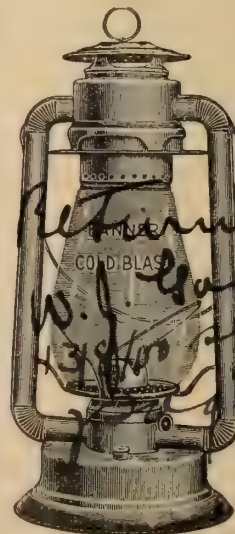
CELEBRATED

Banner Cold Blast Safety Lanterns

For sale by the jobbing trade. Acknowledged to be superior to all other makes.

Mfgd. by

The Ontario Lantern Co.



WALTER GROSE, MONTREAL

Sole Selling Agent.

"MIDLAND" BRAND Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co.,

We Manufacture

AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

- **Galt, Ont.**

CURRENT MARKET QUOTATIONS

July 13, 1900.

Canada Plates.

All dull, 52 sheets	3 50
Half polished	3 60
All bright	4 00

Iron Pipe.

Discounts are as follows—Black pipe, $\frac{1}{4}$ to $\frac{3}{4}$ in., 41 per cent. $\frac{1}{2}$ in., 60 per cent. $\frac{3}{4}$ to 2 in., 66 per cent. Larger sizes, 53 and 5 per cent. Galvanized pipe, $\frac{1}{2}$ in., 40 per cent. $\frac{3}{4}$ to 2 in., 50 per cent. Prices are f.o.b. Montreal for car lots; smaller quantities, 11 per cent. higher.

Galvanized Sheets.

	G. C. Comet.	Amer	Queen's
16 gauge	4 40	4 40	4 25
18 to 24 gauge	4 60	4 20	4 40
26	4 85	4 45	4 40
28	5 10	4 70	4 60
Less than case lots, 15c. per 100 lb. additional			
28 gauge American equals 26 gauge English.			

Chain.

Proof Coil, 3-16 in., per 100 lb.	8 50
" " 3/4	8 50
" " 5-16	6 00
" " 3/8	5 45
" " 7-16	5 15
" " 1/2	5 00
" " 5/8	4 75
" " 3/4	4 75

Halter, kennel and post chains, 40 and 50 p.c. Cow ties, 40 p.c. Stall fixtures, 35 p.c. Trace chain, 25 and 5 p.c. Jack chain, iron, single and double, discount 35 p.c. Jack chain, brass, single and double, discount 40 p.c.

Copper.

English B. S., ton lots	0 19 1/2	0 20 1/2
Lake Superior		
Bolt or Bar.		
Cut lengths, round, $\frac{1}{2}$ to $\frac{3}{4}$ in.	0 23 1/2	0 25
round and square		
1 to 2 inches.	0 23 1/2	0 25

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Tinned copper sheets	0 26
Planished	0 32
Braziers (In sheets.)	
4x6 ft. 25 to 30 lbs. ea., per lb.	0 25 1/2
35 to 45	0 24 1/2
50-lb. and above,	0 23 1/2

Boiler and T. K. Pitts

Plain Tinned, per lb.	0 28
Spun, per lb.	0 32

Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.	
Sheets, hard-rolled, 2x4	0 24
Tubing, base, per lb.	0 24

Zinc Spelter

Foreign, per lb.	0 07
Domestic	0 07 1/2

Zinc Sheet.

5 cwt. casks	0 07 1/2
Part casks	0 07 1/2

Lead.

Imported Pig, per lb.	0 05
Bar, 1 lb.	0 06 1/2
Sheet, 2 1/2 lbs. sq. ft., by roll.	0 05 1/2
Sheets, 3 to 6 lbs.	0 05 1/2

NOTE.—Cut sheets $\frac{1}{4}$ cent per lb. extra Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7 1/2 cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 7 1/2 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 21	0 22
Refined	0 20 1/2	0 21
Wiping	0 20	0 20 1/2

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brandvary according to composition.

Antimony.

Cookson's, per lb. 0 11 0 11 1/2

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil	
25 lb. irons	6 87 1/2
No. 1 do	6 50
No. 2 do	6 12 1/2
No. 3 do	5 75
No. 4 do	5 37 1/2
Munro's Select Flake White	7 12 1/2
Elephant and Decorators' Pure	6 87 1/2

Red Lead.

Genuine, 560 lb. casks, per cwt.	\$5 50
Genuine, 100 lb. kegs, per cwt.	5 75
No. 1, 560 lb. casks, per cwt.	5 25
No. 1, 100 lb. kegs, per cwt.	5 00

White Zinc Paint.

Elephant Snow White	0 08
Pure White Zinc	0 08
No. 1, casks	0 06
No. 2	0 05

Dry White Lead.

Pure, casks	5 75
Pure, kegs	6 25
No. 1, casks	5 50
No. 1, kegs	6 00

Prepared Paints.

	In 1/4, 1/2 and 1 gallon tins.
Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 75
The Sherwin-Williams Paints	1 35
Canada Paint Co's Pure	1 20
Sanderson Pearey's Pure	1 20
Stewart & Wood's Champion Pure	1 10

Colors in Oil.

	25 lb. tins, Standard Quality.
Venetian Red, per lb.	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French	0 05
Marine Black	0 09
Green	0 09
Chrome	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls.	1 35
Yellow Ochre (J.F.L.S.) bbls.	2 75
Yellow Ochre (Royal)	1 10
Brussels Ochre	2 00
Venetian Red (best), per cwt.	1 80
English Oxides, per cwt.	3 00
American Oxides, per cwt.	1 75
Canadian Oxides, per cwt.	1 75
Super Magnetic Oxides, 93 p.c.	2 00
Burnt Sienna, pure, per lb.	0 10
Umber	0 10
do Raw	0 09
Drop Black, pure	0 08
Chrome Yellows, pure	0 18
Chrome Greens, pure, per lb.	0 12
Golden Ochre	0 03 1/2
Ultramarine Blue in 28-lb. boxes, per lb.	0 08
Fire Proof Mineral, per 100 lb.	1 00
Genuine Eng. Litharge, per lb.	0 07

Mortar Color, per 100 lb.	1 25
English Vermillion	0 80
Pure Indian Red, No. 45, lb.	0 81
Whiting, per 100 lb.	0 55

Blue Stone.

Casks, for spraying, per lb.	0 07
100-lb. lots, do. per lb.	0 08

Putty.

Bladders in bbls.	2 10
Bladders in 100 or 200 lb. kegs or bxs	2 25
Bulk in bbls., per 100	1 95
Bulk in less quantities	2 10
25-lb. tins, 4 in case	2 35
12 1/2-lb. tins, 8 in case	2 60

Varnishes.

	(In 5-gal. lots.)	Per gal.
Carriage, No. 1	2 90	3 30
" body	8 00	9 00
" rubbing	4 00	5 00
Gold Size, Japan	3 00	3 80
Brown Japan	2 40	2 80
Elastic Oak	2 90	3 30
Furniture, extra	2 40	2 80
" No. 1	1 60	2 00
Hard Oil Finish	2 70	3 10
Light Oil Finish	3 20	3 60
Demar	3 30	3 70
Shellac, white	4 40	4 80
" orange	4 00	4 40
Furniture Brown Japan	1 60	2 00
Black Japan	2 40	2 80
" No. 1	1 60	2 00

Discount—general trade discount, 50 per cent. and four months' time; special cash discount of 3 per cent. in thirty days, or 3 1/2 per cent. spot cash.



The Imperial Varnish & Color Co's., Limited
Elastilite Varnish,
1 gal. can, each.
\$2 01.

Granatine Floor Finish, per gal.
\$2 00.

Maple Leaf Coach Enamels:
Size 1, 60c.;
Size 2, 35c.; Size 3, 20c. each.

Linseed Oil.

	Raw.	Boiled.
1 to 4 bbls delivered	\$0 85	\$0 80
5 to 9 bbls	85	85

Montreal, Toronto, Hamilton, Quebec, London, Ottawa, Kingston and Guelph, 2c. less.

Turpentine.

Single barrel, freight allowed	0 71
2 to 4 barrels	0 70

Toronto, Hamilton, London, Guelph, 2c. less.

Castor Oil.

East India, in cases, per lb.	0 10
small lots	0 10 1/2

Cod Oil, Etc.

Cod Oil, per gal.	0 50
Pure Olive	1 00
" Neatsfoot	0 05

Glue.

Common	0 08 1/2
French Medal	0 14
Cabinet, sheet	0 12
White, extra	0 18
Gelatin	0 22
Strip	0 18
Coopers	0 19
Huttner	0 18

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 35	0 36
Straits	0 35	0 36

Tinplates.

M.L.S., equal to Bradley.	Per box
I.C., usual sizes	\$7 00
I.X.	8 50
I.X.X.	10 00

Famous—	
I.C.	7 50
I.X.	8 50
I.X.X.	9 50

Raven & Vulture Grades—	
I.C., usual sizes	5 25
I.X.	6 25
I.X.X.	7 25
I.X.X.X.	8 25
D.C., 12x17	4 75
D.X.	5 50
D.X.X	7 50

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 60
I.C., special sizes, base	4 85
20x28	9 50

Charcoal Plates—Terns

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	9 50
I.X., Terns Tin	11 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs	Per lb.
" 14x60	0 07
" 14x65	0 07 1/2

Tinned Sheets.

72x30 up to 24 gauge	0 08	0 08 1/2
" 26	0 08 1/2	0 09
" 28	0 09	0 09 1/2

Iron and Steel.

	Base	Price
Common Bar per 100 lbs	2 30	2 35
Refined	2 85	2 90
Horse Shoe Iron		2 70
Hoop steel, 1 1/2 to 3 in. base,		
extra for smaller sizes	3 25	
Swedish	4 00	4 25
Sleigh Shoe Steel	base	2 70
Tire Steel		2 80
Machinery	3 25	
Or Steel, per lb	0 10	0 11
Toe Calk Steel		3 20
Russian Sheet, per lb	0 10 1/2	0 11
Tank Plates, 1-5 and thicker	3 00	3 25
Boiler Rivets	4 50	5

Boiler Tubes.

1 1/2 inch	0 13	0 14
2	0 15	0 16
2 1/2	0 18	0 19
3	0 19	0 20

Steel Boiler Plate.

1/4 inch	3 25
3-16 inch	3 40
1/2 inch and thicker	3 25

Black Sheets.

18 gauge	3 20
20	3 20
22 to 24	3 30
26	3 40
28	3 60

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the
exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.



HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom-
30 per cent.
Central Fire Cartridges, Sporting and Mil-
itary, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
net list. B. B. Caps, discount 45 per cent.
Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, 10 p. c.
Brass shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4-lb
bags. 1 00
Best thick brown or grey felt wads, in
1/2-lb. bags. 0 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes
of 500 each, 10 gauge. 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge. 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges. 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge. 0 25
Thin card wads in boxes of 1,000
each, 8 gauge. 0 55
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge. Per M 0 80
9 and 10 gauges. 0 70
7 and 8 gauges. 0 90
5 and 6 gauges. 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge. 1 15
9 and 10 gauges. 1 40
7 and 8 gauges. 1 65
5 and 6 gauges. 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Per lb. 10 0 12 1/2
Anvil and Vice combined. 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes. 5 50 6 00
Boy's Axes. 5 75 6 75
Splitting Axes. 6 50 12 00
Handled Axes. 7 00 10 00

Axle Grease.

Ordinary, per gross. 5 75 6 00
Best quality. 13 00 15 00

Bath Tubs.

Zinc. 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim, 1st quality. 30 00
2nd. 22 00

Anti-Friction Metal.

Tandem " A. 0 27
" B. 0 21
" C. 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 60 1/2 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's. 5 50 8 00
" Peterboro', discount 27 1/2 per cent.

Farm.
American, each. 1 25 3 00
House.
American, per lb. 0 35 0 40

Bellows.

Hand, per doz. 3 25 4 75
Moulders, per doz. 7 50 10 00
Blacksmiths, discount 40 per cent.

Beltting.

Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.

Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell, per doz. 1 00 1 50
Nail and Spike, per gross. 2 25 5 20

Blind and Bed Staples.

All sizes, per lb. 0 07 1/2 0 12

Bolts and Nuts.

Per cent.
Norway Bolts, full square. 65
Common Carriage Bolts, all sizes. 50
Machine Bolts, all sizes. 52 1/2
Coach Screws. 65
Sleigh Shoe Bolts. 70
Blank Bolts. 52 1/2
Bolt Ends. 62 1/2
Nuts, square. 3 1/2 c. off
Nuts, hexagon. 4 c. off
Tapping Nuts. 60
Tire Bolts. 60
Stove Bolts. 60 and 10
Stove rods, per lb. 5 1/2 to 6 c.
Plough Bolts. 50

Boot Calks.

Small and medium, ball, per M. 4 25
Small heel, per M. 4 50

Bright Wire Goods.

Discount. 55 per cent.
Broilers.
Light, dis. 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8. 6 00
Henis, No. 9. 7 00
Queen City. 7 50 0 00

Butchers' Cleavers.

German, per doz. 6 00 11 00
American, per doz. 12 00 20 00

Building Paper, Etc.

Plain building, per roll. 0 30
Tarred lining, per roll. 0 40
Tarred roofing, per 100 lb. 1 60
Coal Tar, per barrel. 3 50
Pitch, per 100-lb. 0 80
Carpet felt, per ton. 45 00

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.
Butts.
Wrought Brass, net revised list

Cast Iron.

Loose Pin, dis. 60 per cent.
Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair. 0 40 0 65

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullard's, per doz. 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross. 50 9 50
Canadian Portland. 2 80 3 00
English. 3 00
Belgian. 2 75 3 00
Canadian hydraulic. 1 00 1 10

Chalk.

Carpenters, Colored, per gross. 0 45 0 75
White lump, per cwt. 0 60 0 85
Red. 0 05 0 06
Crayon, per gross. 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 18
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Closets.

Plain Ontario Syphon Jet. \$8 00
Emb. Ontario Syphon Jet. 8 50
Fittings. 1 00
Plain Teutonic Syphon Washout. 4 75
Emb. Teutonic Syphon Washout. 5 25
Fittings. 1 00
Plain Richelieu. 4 75
Emb. Richelieu. 5 00
Fittings. 1 25
Closet connection. 1 25
Basins, round, 14 in. 0 65
" oval, 17 x 14 in. 1 55
" 19 x 15 in. 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair. 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern. 20

Door Springs.

Torrey's Rod, per doz. (15 p. c.) 2 00
Coil, per doz. 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.
Millar's Falls, per doz. net list.
DRILL BITS.
Morse, dis. 37 1/2 to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz. 1 80
No. 2, per doz. 1 60

Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 27 1/2 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES.

Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foots, 60 and 10 per cent. to 60,
10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jovitt's, English list, 25 to 27 1/2 per cent.

FORKS.

Hay, manure, etc., dis. 50 and 10 per cent
revised list.

FRUIT PRESSES.

Henis, per doz. 3 25 3 50
Shepard's Queen City, dis. 15 per cent.

GLASS—Window—Box Price.

Size	Per	Per	Per	Per
United	Star	D. Diamond	Star	D. Diamond
Inches.	50 ft.	100 ft.	50 ft.	100 ft.
Under 26.	2 10	4 00	6 03	
26 to 40.	2 30	4 35	6 65	
41 to 50.	4 75	7 25		
51 to 60.	5 00	8 50		
61 to 70.	5 35	9 25		
71 to 80.	5 75	10 50		
81 to 85.	6 50	11 75		
86 to 90.	7 25	14 00		
91 to 95.		15 50		
96 to 100.		18 00		
101 to 105.		21 00		
106 to 110.		24 00		
111 to 115.		28 00		

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each. 1 65 2 40

HALTERS.

Rope, 3/4 per gross. 9 00
" 1/2 to 3/4. 14 00
Leather, 1 in., per doz. 3 87 1/2 4 00
" 1 1/4 in., " 5 15 5 20
Web, — per doz. 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.

Magnetic, per doz. 1 10 1 20
Sledge. 0 07 1/2 0 08 1/2
Canadian, per lb. 0 22 0 25

Ball Peen.

English and Can., per lb. 0 22 0 25

HANDLES.

Axe, per doz., net. 1 50 2 00
Store door, per doz. 1 00 1 50

C. & B., dis. 40 per cent. rev. list.

C. & B., dis. 40 per cent. rev. list.

American, per doz. 1 00 1 25

American, per gross. 3 15 3 75

Canadian, 40 per cent.

Cross-Cut Saws. 0 13 1/2

HANGERS.

Steel barn door. doz. pairs 5 85 6 00
Stearns, 4 inch. 5 00
" 5 inch. 6 50

Lane's covered—
No. 11, 5-ft. run. 8 40
No. 11 1/2, 10-ft. run. 10 80
No. 12, 10-ft. run. 12 60
No. 14, 15-ft. run. 21 00
Lane's O.N.T. track, per foot. 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent
Heavy T and strap, 4-in., per lb. 0 06 1/2
" 5-in., " 0 06 1/2
" 6-in., " 0 06
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.

Screw hook and hinge—
6 to 12 in., per 100 lbs. 4 50
14 in. up, per 100 lbs. 3 50

Per gro. pair 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz. 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent

HOOBS.

Cast Iron.
Bird Cage, per doz. 0 50 1 10
Clothes Line, per doz. 0 27 0 63
Clarness, per doz. 0 72 0 88
Hat and Coat, per gross. 1 00 3 00
Chandelier, per doz. 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.

Wire.

Hat and Coat, discount 45 per cent.

Belt, per 1,000. 0 60

Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 p. c. dis. } Oval head.
"M" brand 50 p. c. }

Acadian, countersunk head and oval
top and 10 per cent.

MALEHAM & YEOMANS,

Highest Award.

Manufacturers of

Table Cutlery, Razors,
Scissors, Butcher Knives
and Steels, Palette and
Putty Knives.

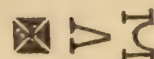


Exposition Universelle, Paris, 1889.

SPECIALTY: Cases of Carvers and
Cabinets of Cutlery.

SHEFFIELD,
ENGLAND.

REGISTERED TRADE MARKS.



WARRANTED
W BRADSHAW & SON
SHEFFIELD

GRANTED 1780.

WHOLESALE ONLY.

F. H. SCOTT, 360 Temple Building, MONTREAL.

HORSESHOES.		F.O.B. Montreal.	
Iron Shoes.		No. 2 and larger.	No. 1 and smaller.
Light, medium, and heavy.	3 65	3 93	
Snow shoes.	3 90	4 15	
Steel Shoes.			
Light.	3 85	4 10	
Featherweight (all sizes).	5 10	5 10	
F.O.B. Toronto, Hamilton, London and			
Guelph, 10c. per keg additional.			
Toe weight steel shoes.		6 70	
JAPANNED WARE.			
Discount, 45 and 5 per cent. off list, June 1899.			
Star, per doz.	3 00	3 25	
ICE PICKS.			
KETTLES.			
Brass spun, 7½ p.c. dis. off new list.			
Copper, per lb.	0 30	0 50	
American, 60 and 10 to 65 and 5 p.c.			
KEYS.			
Lock, Can., dis., 27½ p.c.			
Cabinet, trunk, and padlock,			
Am. per gross.		60	
KNOBS.			
Door, japanned and N.P., per			
doz.	1 50	2 50	
Bronze, Berlin, per doz.	2 75	3 25	
Bronze Genuine, per doz.	6 00	9 00	
Shutter, porcelain, F. & L.			
screw, per gross.	1 30	4 00	
White door knobs—per doz.		1 25	
HAY KNIVES.			
Discount, 50 and 11 per cent.			
LAMP WICKS.			
LANTERNS.			
Cold Blast, per doz.		7 50	
No. 3 "Wright's"		3 50	
Ordinary, with O burner.		4 25	
Dashboard, cold blast		9 50	
No. 0.		6 00	
Japanning, 50c. per doz. extra.			
LEMON SQUEEZERS.			
Porcelain lined,	2 20	per doz.	5 60
Galvanized	1 87		3 85
King, wood.	2 75		2 90
King, glass.	4 00		4 50
All glass.	1 20		1 30
LINES.			
Fish, per gross.	1 05	2 50	
Chalk	1 90	7 40	
LOCKS.			
Canadian, dis. 33½ p.c.			
Russell & Erwin, per doz.	3 05	3 25	
Cabinet.			
Eagle, dis. 30 p.c.			
Padlock.			
English and Am., per doz.	50	6 00	
Scandinavian,	1 00	2 40	
Eagle, dis. 15 to 17½ p.c.			
MACHINE SCREWS.			
Iron and Brass.			
Flat head, discount 25 p.c.			
Round Head, discount 20 p.c.			
MALLET.			
Tinmiths', per doz.	1 25	1 50	
Carpenters', hickory, per doz.	1 25	3 75	
Lignum Vitae, per doz.	3 85	5 00	
Caulking, each.	60	2 00	
MATOOKS.			
Canadian, per doz.	8 50	1 00	
MEAT CUTTERS.			
American, dis. 25 to 30 p.c.			
German, 15 per cent.			
MILK CAN TRIMMINGS.			
Discount, 25 per cent.			
NAILS.			
Quotations are:		Cut.	Wire.
2d. and 3d.		\$3 60	\$4 10
3d.		3 25	3 77
4 and 5d.		3 00	3 60
6 and 7d.		2 90	3 45
8 and 9d.		2 75	3 25
10 and 12d.		2 70	3 20
16 and 20d.		2 65	3 15
30, 40, 50 and 60d. (base).		2 60	3 10
Steel Cut Nails 10c. extra.			
Miscellaneous wire nails, dis. 70 per cent.			
NAIL FULLERS.			
German and American.	1 85	3 50	

NAIL SETS			
Square, round, and octagon,	per gross	3 38	4 00
Diamond		12 00	15 00
NETTING.			
Poultry, 40 and 5 per cent.		McMullen's.	
OAKUM.			
Navy		Per 100 lb.	
U. S. Navy		7 25	
OIL.			
Canada refined (Toronto)		0 13½	
Sarnia Water White		0 15	
Pratt's Astral		0 18	
Sarnia, Prime White		0 14	
American w. w.		0 16½	
OILERS.			
McClary's Model galvan. oil			
can, with pump, 5 gal.,			
per doz.	0 00	10 00	
Zinc and tin, dis. 50, 50 and 10.			
Copper, per doz.	1 25	3 50	
Brass,	1 50	3 50	
Malleable, dis. 25 per cent.			
GALVANIZED PAIRS.			
Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.			
Flaring pairs, discount 45 per cent.			
Galvanized washtubs, discount 45 per cent.			
PIECED WARE.			
Discount 40 per cent. off list, June, 1899.			
PICKS.			
P. r. doz	6 00	9 00	
PICTURE NAILS.			
Porcelain head, per gross	1 50	3 00	
Brass head,	0 40	1 00	
PLANES.			
Wood, bench, Canadian dis. 55 per cent.			
American dis. 55.			
Wood, fancy Canadian or American, 37½			
to 40 per cent.			
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.			
Miscellaneous, dis. 25 to 37½ per cent.			
Bailey's Victor, 25 per cent.			
PLANE IRONS.			
English, per doz.	2 00	5 00	
PLIERS AND NIPPERS.			
Button's Genuine per doz pairs, dis. 37½			
40 p.c.			
Button's Imitation, per doz.	5 00	9 00	
German, per doz.	0 60	2 60	
PLUMBERS' BRASS GOODS.			
Impression work, discount, 60 per cent.			
Fuller's work, discount 65 per cent.			
Rough stops and stop and waste cocks, dis-			
count, 60 per cent.			
Jenkins' disk globe and angle valves, dis-			
count, 55 per cent.			
Standard valves, discount, 60 per per cent.			
Jenkins' radiator valves, discount 55 per cent.			
Quick opening valves, discount, 60 p.c.			
No. 1 compression bath cock.	2 00		
No. 4	2 00		
No. 7, Fuller's	2 50		
No. 4½,	3 00		
PRESSED SPIKES.			
Discount, 25 per cent.			
PULLEYS.			
Hothouse, per doz.	0 55	1 00	
Axle	0 22	0 33	
Screw	0 27	1 00	
Awning.	0 35	1 50	
PUMPS.			
Canadian cistern	1 80	3 60	
Canadian pitcher spout.	1 40	2 10	
PUNCHES.			
Saddlers', per doz.	1 00	1 85	
Conductors,	9 00	15 00	
Tinners' solid, per set.	0 00	0 72	
" hollow, per inch.	0 00	1 00	
RANGE BOILERS.			
Galvanized, 30 gallons		7 25	
" 35		8 15	
" 40		9 25	
Copper, 30 "		22 00	
" 35 "		26 00	
" 40 "		30 00	
Discount off Copper Boilers 10 per cent.			
RAKES.			
Cast steel and malleable Canadian list dis.			
50 and 10 p.c. revised list.			
Wood, 25 per cent.			

RASPS AND HORSE RASPS.			
New Nicholson horse rasp, discount 60 p.c.			
Globe File Co.'s rasps, 60 and 10 to 70 p.c.			
Heller's Horse rasps, 50 to 50 and 5 p.c.			
RAZORS.			
Geo. Butler & Co.'s,.....	8 00	per doz.	18 00
Boker's.....	7 50	11 00	
Wade & Butcher's.....	3 60	10 00	
Theile & Quack's.....	7 00	12 00	
Elliot's.....	4 00	18 00	
REAPING HOOKS.			
Discount, 50 and 10 per cent.			
REGISTERS.			
Discount, 40 per cent.			
RIVETS AND BURRS.			
Carriage, Section, Wagon Box Rivets, etc.			
50 p.c.			
Black M. Rivets, 50 p.c.			
Black and Tinned Rivets, 50 p.c.			
Extras on Iron Rivets in 1-lb. cartons, ½			
per lb.			
Extras on Iron Rivets in ½-lb. cartons, 1			
per lb.			
Copper Rivets & Burrs, 35 p.c. dis., and			
cartons, 1c. per lb. extra, net.			
Extras on Tinned or Coppered Rivets in			
½-lb. cartons, 1c. per lb.			
Burrs, iron or steel, 45 per cent.			
Terms, 4 mos. or 3 per cent. cash 30 days.			
RIVET SETS.			
Canadian, dis. 35	37½	per cent.	
ROPE, ETC.			
7-16 in. and larger, per lb.	Sisal.	Manila	
¾ in. and 5-16 in.	9½	13	
1½ in. and 5-16 in.	10½	14	
1½ in. and 5-16 in.	12	15	
Cotton base, ¼-inch and			
larger	14¾	15	
Russia Deep Sea		15	
Jute		8	
Lath Yarn		9	
New Zealand Rope		10	
RULES.			
Boxwood, dis. 75 and 10 p.c.			
Ivory, dis. 37½ to 40 p.c.			
SAD IRONS.			
Mrs. Potts, No. 55, polished.....		per set	0 75
" No. 50, nickel-plated.....			80
Usual rebate on 12 and 50 case lots.			
SAND AND EMERY PAPER.			
Dominion Flint Paper, 47½ per cent.			
B & A. sand, 40 and 2½ per cent.			
Emery, 40 per cent.			
SAP SPOUTS.			
Bronzed iron with hooks, per doz...		9 50	
SAWS.			
Hand, Disston's, dis. 12½ p.c.			
S. & D., 40 per cent.			
Crosscut, Disston's, per ft....	0 35	0 55	
S. & D., dis. 35 p.c. on Nos. 2 and 3.			
Hack, complete, each.....	0 75	2 75	
" frame only.....		0 75	
SASH WEIGHTS.			
Sectional, per 100 lbs.....		3 25	
Solid, ".....		1 50	
SASH CORD.			
Per lb.....	0 23	0 30	
SAW SETS.			
"Lincoln," per doz.....		6 50	
SCALES.			
Gurney Scales, 45 p.c.			
B. S. & M. Scales, 45 p.c.			
Champion, 65 per cent.			
Fairbanks Standard, 35 p.c.			
" Dominion, 55 p.c.			
" Richelieu, 55 p.c.			
Chatillon Spring Scales, 10 p.c.			
SCREW DRIVERS.			
Sargent's, per doz.....	0 65	1 00	
SCREWS.			
Wood, F. H., iron, and steel, 80 p.c.			
Wood R. H., " dis. 75 p.c.			
" F. H., brass, dis. 75 p.c.			
Wood, R. H., " dis. 67½ p.c.			
" F. H., bronze, dis. 67½ p.c.			
" R. H., 62½ p.c.			
Drive Screws, 80 per cent.			
Bench, wood, per doz.....	3 25	4 00	
" iron, ".....	4 25	5 75	
SCYTHES.			
Discount, per doz, net.....	9 00	15 00	

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 p.c.

Seymour, dis. 50 and 10 p.c.

Heinisch, dis. 50 and 10 p.c.

Seymour or Heinisch tailor shears. 15 p.c

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent.

SNAPS.

Harness, German, dis. 25 p.c.

Lock, Andrews'..... 4 50 11 50

SOLDERING IRONS.

1, 1½ lb., per lb..... 0 22

lb. or over, per lb.....

SQUARES.

Iron, No 493, perdoz..... 2 40 2 55

Mo. 494, "..... 3 25 3 40

Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list

Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis. 75 and 12½ p.c. off revised list.

Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized..... 0 00 3 85

Plain..... 0 00 3 60

STOCKS AND DIES.

American dis. 25 p.c.

STONE.

Per lb,

Washita..... 0 28 0 60

Hindustan..... 0 06 0 07

slip..... 0 09 0 09

Labrador..... 0 13 0 13

Axe..... 0 15 0 15

Turkey..... 0 50 0 50

Arkansas..... 0 00 1 50

Water-of-Ayr..... 0 00 0 10

Scythe, per gross..... 3 50 5 00

Grind, per ton..... 15 00 18 00

STOVE PIPES.

Nestable in crates of 25 lengths.

6 inch Per 100 lengths..... 8 00

7 inch..... 8 50

Stove Polish.

No. 4-3 dozen in case, net cash \$4 80

No. 6-3 dozen in case, " 8 40

TACKS BRADS, ETC.

Percent.

Strawberry box tacks, bulk 75

Cheese-box tacks, blue 80, 12½ & 5

Trunk tacks, black and tinned. 80 & 12½ & 5

Carpet tacks, blue and tinned 75 10 & 5

" " (in kegs) 35

Cut tacks, blue, in dozens only 70, 10 & 5

Swedes, cut tacks, blue and tinned 55

In bulk 30 & 5

In dozens 70, 10 & 5

Swedes, upholsterers', bulk 80, 12½ & 5

" brush, blue & tinned, bulk 45

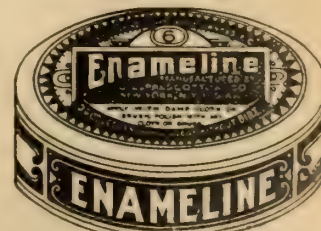
" gimp, blue tinned and japanned 70, 10 & 5

Zinc tacks 35

Leather carpet tacks 50

Copper tacks 50

Copper nails 52½



STANDARD CHAIN CO.,

PITTSBURGH,
U. S. A.MANUFACTURERS
OF

CHAIN

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

—Canadian Representatives—

A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Trunk nails, black	65
Trunk nails, tinned	65 and 5
Clout nails, blued and tinned	65
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, dozens	85
" " bulk	35

TAPE LINES.

Black, ass skin, per doz.	2 75	5 00
Black, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.

Payson's per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.		
Disston's discount 10 per cent.		
German, per doz.	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.	0 21
Wrapping, mottled, per pack.	0 50
Wrapping, cotton, per lb.	0 17
Mattress, per lb.	0 33
Staging, "	0 27
Broom, "	0 30

VISES.

Hand, per doz.	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb.	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White,
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the
list.
Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.
Smooth Steel Wire, base, \$3.00 per 100
lb. List of extras: Nos. 2 to 5, advance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, 82—
oiling, 10c.—special hay-baling wire, 30c.—
spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.Fine Steel Wire, dis. 12½ per cent.
List of extras: In 100-lb. lots: No.
17, 35—No. 18, 35.50—No. 19, 36—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95
No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15
No. 12, \$3.35—No. 13, \$3.45—No. 14, \$4.50—
No. 15, \$5.00—No. 16, \$5.25.Clothes Line Wire, 19 gauge,
per 1,000 feet. 3 30

WIRE FENCING.

F.O.B.

Galvanized, 4 barb, 2½ and 5 inches apart.	Toronto 3 25
Galvanized, 2 barb, 4 and 6 inches apart.	3 25
Galvanized, plain twist.	3 25
Galvanized barb, f.o.b. leveland, \$2.95 in less than carlot, and \$3.05 in carlots. Terms, 60 days or 2 per cent. in 10 days.	
Ross braid truss cable	4 50

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net. 2 00
Terms, 4 months, May 1; 3 p.c. off 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each.	2 00
" S., per doz.	5 80
G. & K's Pipe, per doz.	3 40
Burrell's Pipe, each.	3 00
Pocket, per doz.	0 25

WRINGERS.

Leader. per doz.	\$60 00
Royal Canadian	58 00
Royal American	50 00
Discount, 45 per cent.; terms 4 months, or 3 p.c. 30 days.	

WROUGHT IRON WASHERS

Canadian make, discount, 25 per cent.

ESTABLISHED
1860INCORPORATED
1895

Aluminum Camping Outfits

Light Durable Compact

Total weight for 6 men, 3 lbs. 5 ozs. Size of set packed, 9½ x 6½ in.

Sets comprised as follows:

- One 8-qt. Pail, 10½-in. diameter, 6½-in. deep.
- One 6-qt. Pail, 9-in. diameter, 5½-in. deep.
- One 4-qt. Pail, 8-in. diameter, 5-in. deep.
- 3 or 6 Cups (loose handles), 3¼ x 3-in. deep.
- 3 or 6 Plates, 9-in. diameter.

The whole set packs in large pail. Covers for all the pails are suitable
for Frying pans, Stew pans, etc.

READY FOR USE.

THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL

SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 68¢ per annum, price per copy, 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address "Machinery, Newport, Mon."

WHY sharpen your bar of steel?
USE only "Aylmer Drills."
OLD fashioned drills waste time and money.
WAYS change as inventions multiply

Send for circular and prices to

WM. J. CRAWFORD,

Room 39, Canada Life Building, MONTREAL.

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc

THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.

Cable "LeVesconte" Toronto.

To Cycle Makers and the Public:

Notice is hereby given that J and H. M. Copeland's patented "Improvements in Sprocket Wheel Clutches," No. 61918, Free Wheel Device, can be obtained from

The Wortman and Ward Manufacturing Co.
Limited

LONDON, ONTARIO, CANADA.

IN BUYING—

LINSEED OIL

it is always well to get the purest and best—something you can recommend and guarantee to your customers.

Stewart Bros. & Spencer's

is the best. Name on every barrel. Special quotations for import.

J. WATTERSON & CO.

MONTREAL, Agents for Canada.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Supplying Coal for the Dominion Buildings," will be received at this office until Tuesday, 24th July, 1900, inclusively, for the supply of Coal for the Public Buildings throughout the Dominion.

Combined specification and form of tender can be obtained at this office, where all necessary information can be had on application.

Persons tendering are notified that tenders will not be considered unless made on the printed form supplied and signed with their actual signatures.

Each tender must be accompanied by an accepted bank cheque made payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. of amount of the tender, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

JOS. R. ROY,

Acting Secretary.

Department of Public Works, }
Ottawa, June 28th, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (29)

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

HEINISCH

SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

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Capital and Surplus, \$1,500,000.

Offices throughout the civilized world.

Executive Offices: 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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PERFECTION

AUTOMATIC

REVOLVER.



Forehand
Arms Co.

Manufacturers of
the

Forehand Guns

Worcester,
Mass.

NEW Automatic shell extracting,
double action, small frame.
Weights 12 oz. Rebounding lock. 32
caliber. 5 shot.

Made with shorter barrel for bicycle.

USE.

The most perfect small pistol made.

SEND FOR
CATALOGUE.

THE ...

Waggoner Extension Ladder.



The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' ladders, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.

ROUND RE-ACTING WASHER



Quickest selling Washing Machine on the market.

None more satisfactory to dealers or users.

Every home requires a good Washing Machine.

Every Merchant should handle them.

Prices and full particulars on application.

THE ...

Dowswell Manufacturing Co.

Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son,
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Est. 1888

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

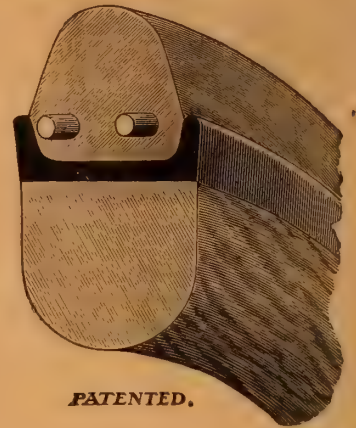
THERE ARE A DOZEN DIFFERENT KINDS OF

SOLID RUBBER TIRES

FOR CARRIAGES.

Ninety per cent. of all the
Rubber Tires in use in New
York City are the

**"Kelly-
Springfield."**



WHY ?

PATENTED.

Manufactured by

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LIMITED.

Head Office and Warerooms

61-63 WEST FRONT STREET, TORONTO, ONT.

Factories—115-165 West Lodge Ave.
124-148 O'Hara Ave.

Ingot Tin,
"BANCA"

Ingot Tin,
"LAMB & FLAG"

**Ingot Copper,
Zinc Spelter,
Sheet Zinc,
Antimony,
Pig Lead.**

From Stock and to Import.

Enquiries Solicited.

B. & S. H. THOMPSON & CO'Y

26 St. Sulpice St., MONTREAL.

Cost does not end
with buying

There's the working to be considered.
Imperfect material means imperfect
work and—dissatisfaction.

**"BEST BEST POPLAR" BRAND
GALVANIZED FLAT SHEETS**

Always turn out well, smooth,
even, soft and workable.

**GALVANIZED CORRUGATED SHEETS
"BLACKWALL" BRAND**

BLACKWALL GALVANIZED IRON CO.
... Limited
LONDON, ENG.

Canadian Agents, J. WATTERSON & CO.
MONTREAL.

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO JULY 21, 1900.

NO. 29

"TANDEM" ANTI-FRICTION METAL.

The Most Economical.
The Least Wearing.
The Most Durable.
Friction Preventing.

"Tandem" Metals are better than
any other for their purpose,
and are, therefore :

Resistance Reducing.
Journal Preserving.
Power Increasing.
Lubricant Saving.

A QUALITY

For Heaviest Pressure and Medium Speed
or Heavy Pressure and High Speed.

B QUALITY

For Heavy Pressure and Medium Speed
or Medium Pressure and High Speed.

C QUALITY

For Medium Pressure and High Speed
or Low Pressure and Highest Speed.

Sole Agents :

LAMPLOUGH & McNAUGHTON, 59 St. Sulpice Street, MONTREAL.

THE TANDEM SMELTING SYNDICATE, LIMITED

Queen Victoria St., London, E.C.

The largest smelters of Anti-Friction
Metals in Europe.



TIME TELLS

"QUEEN'S HEAD" has been
before the Canadian trade for thirty years and has proved its
claim to be the best and most durable iron on the market.
Other brands have come and gone, but "QUEEN'S HEAD"
still leads.

"FLEUR DE LIS" is second only to "QUEEN'S HEAD."

JOHN LYSAGHT,

Limited,

BRISTOL, ENG., and MONTREAL.

A. C. LESLIE & CO.,

MONTREAL,

Managers Canadian Branch.

OPPORTUNITY



Opportunity seldom knocks twice at a man's door—the man
who called on you yesterday for advice as to the best
Radiator to install in his house gave you the opportu-
nity to make a big advertisement for yourself and
your store. Did you suggest the "Safford" Radiator
for Steam or Hot Water Heating? The "Safford"
absolutely cannot leak, you know.

This interests you, of course—now, let us send
our illustrated Booklet to you telling all about our
original invention in screw-threaded nipple connections
which has made the "Safford" famous all over the world. Some of Canada's
largest buildings are fitted throughout with the "Safford," and that's an endorse-
ment of their perfection that we're proud of. Twenty-five different styles—plain
or ornamental—to fit circles, curves, angles. Here's your "opportunity"—will you
take advantage of it?

The
Safford
Radiators.

The Dominion Radiator Company, Limited,
Toronto, Ontario.

Fishing Tackle

TROLLING LINES
RODS and REELS
BAIT PAILS
HOOKS
LANDING NETS
DISGORGERS, Etc.

Sporting Goods

BASEBALL
LACROSSE
GOLFING
TENNIS
CRICKET
QUOITS

SUPPLIES

RICE LEWIS & SON

LIMITED

Cor. King and Victoria Sts.,

TORONTO.

THE

Abbott-Mitchell Iron and Steel Company

OF ONTARIO, LIMITED.

Manufacturers of . . .

Bar Iron and Steel
Nails, Spikes
Horse Shoes . .
Bolts, Washers, etc.

BELLEVILLE,
ONTARIO.

MOORE BROS.

LIMITED.

REGISTERED



TRADE MARK

BRASS AND IRON FOUNDERS

BIRMINGHAM, ENGLAND.

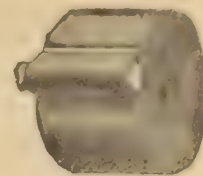


The original and sole manufacturers of the M.B. patent finished electro-brassed goods. Note the "Beehive" trade mark, and beware of imitations.

All goods put up in cardboard boxes.

Samples or illustrated lists free on application.

THRESHING BELTS



with these brands
insure the best
of wear for the
money.



The Canadian Rubber Co. of Montreal,

MONTREAL,
TORONTO,
WINNIPEG.



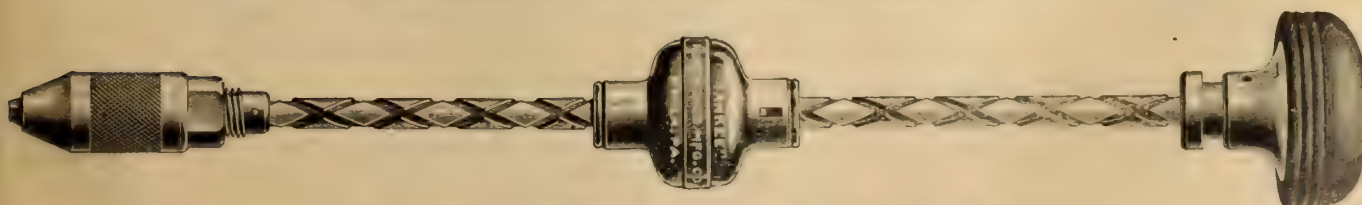
SOME OF THE NEWER "YANKEE" TOOLS



NO. 41 AUTOMATIC DRILL WITH DRILL POINTS IN HANDLE.



NO. 42 AUTOMATIC DRILL WITH DRILL POINTS IN BOX.



NO. 50 RECIPROCATING DRILL, FOR WOOD OR METALS.

Sold by Leading Jobbers
throughout the Dominion.

NORTH BROS. MFG. CO.,
Philadelphia, Pa., U. S. A.

**If you experience difficulty with other twine,
try "Plymouth."**



"THE STAMP OF EXCELLENCE."

HARVEST TIME.

We can fill repeat orders with great promptness, as we have Binder Twine stocks at London, Toronto and Ottawa.

Order as you sell, every day, and telegraph (^{at our} _{expense}) when in a hurry.

Distributors: PLYMOUTH BINDER TWINE AGENCY, 54 Bay St.,
...TORONTO

SAMUEL, SONS & BENJAMIN,

LONDON AND LIVERPOOL, ENGLAND.

M. & L. Samuel, Benjamin & Co.

General Importers and Exporters and Metal Merchants

27 Wellington Street West,

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We carry in stock a full line of the following goods:

Antimony.

Brass—Sheets, Soft and Hard.

Rods and Tubes

Canada Plates.

Copper—Bar and Ingot.

Pitts.

Rods and Tubes.

Sheathing, Roofing and Brazier's.

Copperine and Babbitt.

Cotton Waste.

Crucibles.

Eave Trough—Also Spikes and Cond. Hooks.

Glue—English and French.

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Black and Tinned Sheet.

Galvanized, "Gordon" Crown and "Apollo,"

Russia, Genuine and Imitation.

Iron Pipe—Black and Galvanized.

Lead—Bar, Pig and Sheet.

Lead Pipe.

Solder—Half and Half and Standard.

Steel Sheets—Common and Dead Flat.

Tin Plates—Charcoal and Coke.

Tin—Bar.

Ingot, "L. & F." and Straits.

Wire—Bright Iron and Coppered Iron.

Zinc—Sheets and Block.

ENQUIRIES SOLICITED.

PLEASE WRITE FOR QUOTATIONS.

ICE CREAM FREEZERS

The Latest
and Best.

The
"Ideal"

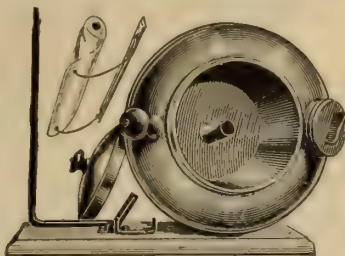
will make cream in two
to five minutes, accord-
ing to quantity.

SIMPLE
PRACTICAL
VERY RAPID
ECONOMICAL

Write for Circular and
Prices.



IN POSITION FOR FREEZING.



Wood, Vallance & Co., Hamilton, Ont.

Branch House : George D. Wood & Co., Winnipeg, Man.
Toronto Office : 88 York Street—H. T. Eager.



WOOD, VALLANCE & CO.,
HAMILTON, ONT.

GEO. D. WOOD & CO.,
Iron Merchants

Importers of British and Foreign

HARDWARE.

WINNIPEG, CANADA.

CORDAGE . .

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
Sisal Rope
Jute Rope
Russian Rope
Marline
Houseline
Hambroline
Clotheslines

Tarred Hemp Rope
White Hemp Rope
Bolt Rope
Hide Rope
Halyards
Deep Sealine
Ratline
Plow Lines

Lath yarn
Shingle yarn
Bale Rope
Lariat Rope
Hemp Packing
Italian Packing
Jute Packing
Drilling Cables and

Spun yarn
Pulp Cord
Lobster Marlin
Paper Cord
Cheese Cord
Hay Rope
Fish Cord
Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
Orders will not be accepted for second quality or "mixed" goods.

CONSUMERS CORDAGE COMPANY, Limited

Toronto Branch. 27 FRONT ST. WEST.

TEL. 94.

Wm. B. Stewart, Agent.

Montreal, Que.

THE SUCCESS of our IMPERIAL OXFORD RANGE

ever since we put it on the market, has been enormous.

Its splendid construction and new patented features give it precedence over all others.

**THE FRONT DRAW-OUT GRATE
DIFFUSIVE FLUE CONSTRUCTION
DRAW-OUT OVEN RACK**

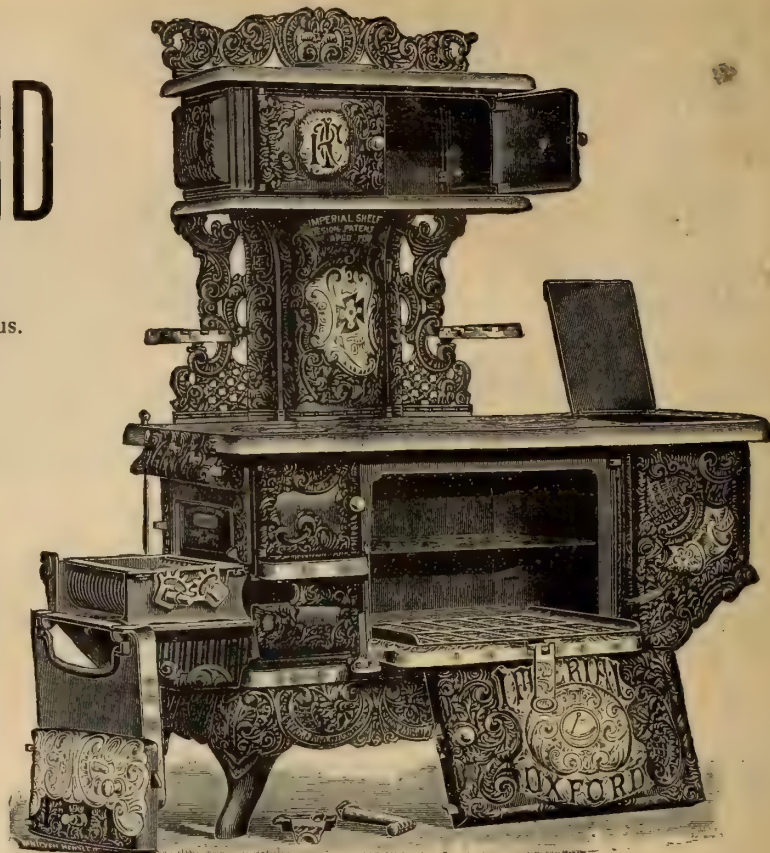
And other improvements need only to be seen to be appreciated by your customers.

If you haven't them in stock, better write for full information and price list.

There's steady demand for them all over Canada.

THE GURNEY FOUNDRY CO., Limited
Toronto, Winnipeg, Vancouver.

The Gurney-Massey Co., Limited, Montreal.



THE AUER GASOLINE LAMP

100 Candle-Power

Satisfaction Guaranteed
or Money Refunded

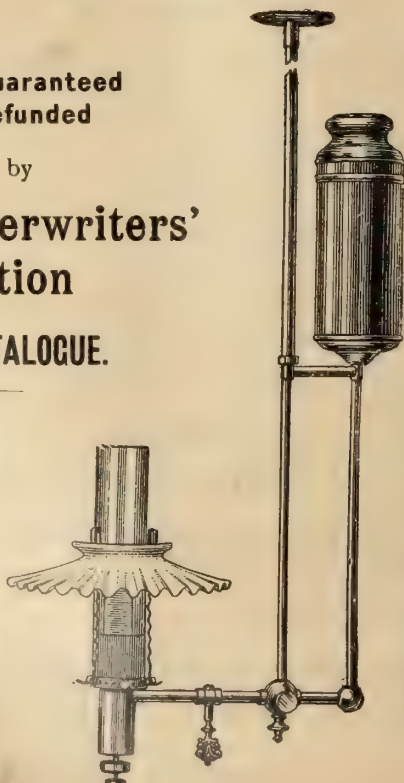
Approved by

**Can. Fire Underwriters'
Association**

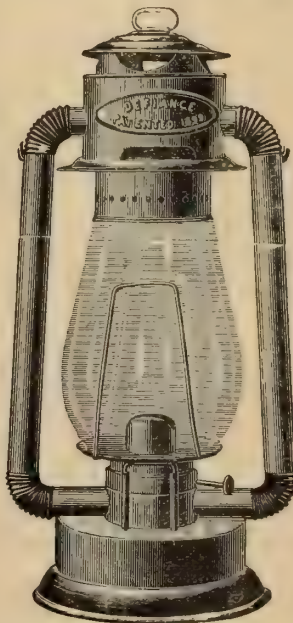
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No. 8, Price \$8.00
5 STYLES.

Auer Light
Company
MONTREAL.



...Defiance Cold Blast Lantern



With **Patent Fluted
Plate**, by which the air is
admitted so as to come in
contact with the Globe, so
tending to keep it cool.

Sold by Leading
Jobbers.

Manufactured by _____

W. W. CHOWN & CO.

Belleville, Ontario.

*Standard Paint & Varnish Works.
Limited*
*Makers of High Grade
Varnishes, Japanese
Paints, Colors & Enamels.
Windsor, Ont.*

.. FULL STOCK ..

Salt Glazed Vitrified



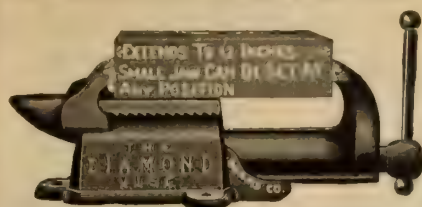
Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

DIAMOND VISE AND DRILLING ATTACHMENT

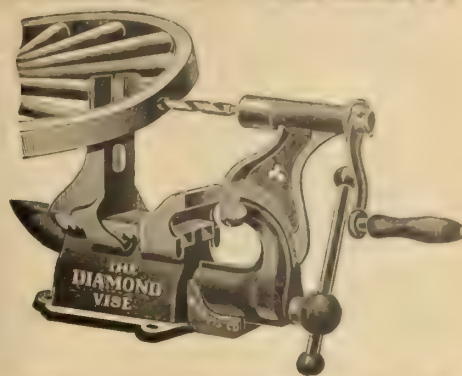
U.S. Patent Jan. 15, '95. Canadian Patent July 22, '95.



JAWS are faced with steel $\frac{1}{2}$ inch wide, 4 inches long,
firmly fastened to jaw, checked and hardened.
VISE weighs 38 pounds. DRILL weighs 12 pounds.
For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.
Made by A. E. Woodyatt & Co., Guelph, Ont.



Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by ..

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
Deseronto.

Gooderham Building, TORONTO

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA

"MAXWELL FAVORITE CHURN"

PATENTED FEATURES: Improved Steel Stand,
Roller Bearings, and Foot and Hand Lever Drive.

LAWN MOWERS.

High and Low Wheels,
from 12-in. to 20-in.
widths. Cold Rolled
Steel Shafting, Cruci-
ble Steel Knives and Cutting Plate.

WHEELBARROWS.

In Four different sizes.

If your Wholesale House does not
offer you these articles

SEND DIRECT TO US.



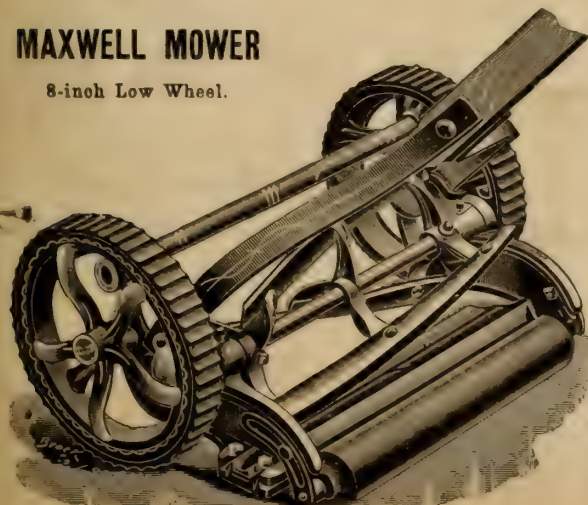
Steel Frame Churn



Wood Frame Churn.

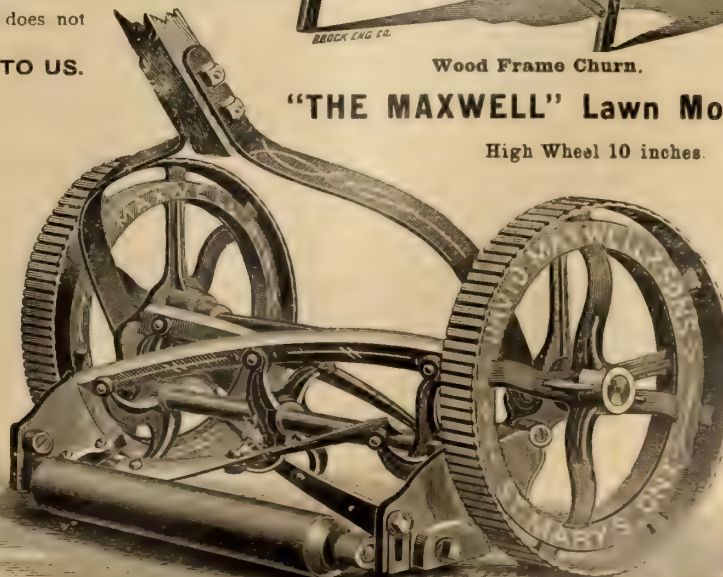
MAXWELL MOWER

8-inch Low Wheel.



"THE MAXWELL" Lawn Mower

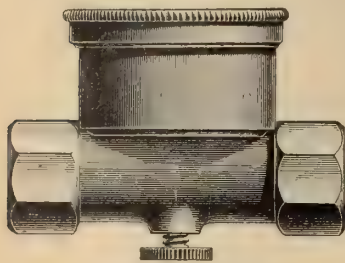
High Wheel 10 inches.



HOW TO SAVE GAS

.. USE ..

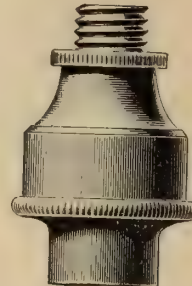
Peebles' Automatic Gas Governors



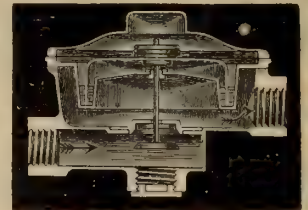
Gas, Fire and Stove Governor.



House Governor Burner.



Governor for Incandescents.



Mercurial Governor for Fixing at Meter.

Sole Manufacturers, D. BRUCE PEEBLES & CO., Tay Works, Edinburgh, Scotland.



Agent for Railway Fencing :

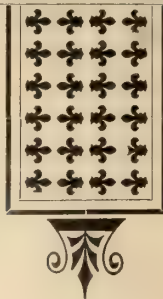
McMULLEN'S

POULTRY NETTINGS and **LAWN FENCINGS** are not surpassed in the world.Their **WOVEN WIRE FENCINGS** have stood years of successful testing; special offers are now made on **HOG FENCINGS**.All of the above goods are manufactured by **THE ONTARIO WIRE FENCING CO., Limited**, of Picton, Ont., and are sold by**The B. Greening Wire Co.,** OF HAMILTON and MONTREAL.
Limited.

GENERAL AGENTS; ALSO BY THE CANADIAN HARDWARE JOBBERS.

MR. JAMES COOPER, Montreal.

THE SPRING TRADE

To secure thoroughly reliable goods send
your orders for

**Ready-Mixed House and Floor Paints,
Varnishes, Japans, Coach Colors,
White Lead, Colored Paints, Enamels,
Wood Stains, Wall Tints, Putty, etc.**

To Henderson & Potts,

NOVA SCOTIA PAINT AND
VARNISH WORKS,

HALIFAX, and 747 Craig St., MONTREAL.

Sole Agents for the
Dominion for

Brandram's Celebrated White Lead.

HARDWARE AND METAL

Vol. XII.

MONTREAL AND TORONTO, JULY 21, 1900.

No. 29

President,
JOHN BAYNE MACLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - Board of Trade Building,
Telephone 1255.
TORONTO - - - - - 26 Front Street West,
Telephone 2148.
LONDON, ENG. - - - - 109 Fleet Street, E.C.,
J. M. McKim.
MANCHESTER, ENG. - - - - 18 St Ann Street,
H. S. Ashburner.
WINNIPEG - - - - Western Canada Block.
J. J. Roberts.
ST. JOHN, N. B. - - - - No. 3 Market Wharf,
J. Hunter White.
NEW YORK - - - - - 150 Nassau Street,
Edwin H. Haven.

Travelling Subscription Agents:
T. Donaghy. F. S. Millard.

Subscription Canada, \$2.00 Great Britain, \$3.00
Published every Saturday.

Cable Address { Adscript, London
Adscript, Canada.

WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

BRASS SIGNS.

ONE who visits the wholesale sections of our larger cities, or who observes the external appearance of our leading retail stores, cannot fail to notice that the brass sign is coming into general use in the more important centres of business. As yet, its popularity has not spread to the smaller towns, but it would be unsafe to predict that the smaller merchants will not soon see the benefit of decorating their places of business with it.

For appearance, nothing equals it. Painted signs cannot present such a solid and dignified appearance, even when the painter has just turned his back and the sign "wet paint" still hangs about to prevent familiarity from breeding contempt.

After three months' wear, painted signs are shabby. The rain, the heat and the cold make them crack and fade, and in three years the words are scarcely legible. One who cares at all about the appearance of his store constantly renovates the signs which are generally found below his plate glass windows. It is absolutely necessary to do so to have presentable windows, for it is impossible to make windows attractive, no matter how well-dressed they may be, if the woodwork about them is shabby.

The brass sign, on the other hand, will last a lifetime and will maintain its appearance till it is worn out.

The small storekeeper may hold up his hands in horror at the cost. But has he compared the cost of the brass sign with that of the painted and gilded sign? In 99 cases out of 100 we venture to say he has not. We feel sure of this, else there would be more of them in use. Two ordinary brass signs, lettered similarly and equal in size to those that are generally placed below retail store windows, cost from \$20 to \$22, and last a lifetime! Compare this with the primary and renovating cost of painted signs! Will any intelligent business man say then that these brass signs are not to be preferred? He must have signs of some sort, and he may as well have a dignified as a poor and unbusinesslike appearance for his store front.

In regard to the cleaning and polishing, we venture to say that the amount of time usually given to the dusting of painted signs will keep the brass signs in first-class shape.

Hardware merchants in towns throughout the Dominion might secure agencies for these goods. There ought to be no difficulty in introducing them. Of course, the lettering has to be done by machinery or experts.

BUSINESS IN BINDER TWINE.

THE condition of the binder twine market is not as satisfactory as manufacturers and dealers would like.

In the first place, the volume is small. In Ontario, a great deal of binder twine will be used, for the wheat crop there is fair, while the yield of oats will be large. But even trade on the account of that Province is light. As far as Manitoba is concerned, a large business with that Province is not to be expected. Reports from the Northwest Territories this week, however, give promise of a good harvest.

It is the general opinion that later on an improved demand will be experienced for binder twine. In the meantime, however, business is unquestionably quiet, and, to make matters worse, there is a good deal of last season's twine on the market which holders are selling, although at a profit, at lower prices than those now ruling for this season's make.

The hemp market, both sisal and manila, rule weak with business dull.

Now that the price has decreased, wholesalers and manufacturers are looking for an increase in the movement of wire nails.

FURTHER REDUCTIONS.

Since we last went to press the manufacturers have made further changes in the price of certain lines of wire and wire goods.

The discount on fine steel wire, which was 12½ per cent. is now 15 per cent. On flour barrel nails the discount is 25 per cent., instead of 20. The price of staples has also been reduced, bright now being quoted at \$3.45 per keg, while the discount on coopers' staples is 45 per cent., and on poultry netting staples 40 per cent.

STEEL RAILS AND RAILWAY SUBSIDIES.

HON. MR. BLAIR, the Minister of Railways, made an important statement in the House a few days ago in regard to the policy of the Government towards railway subsidies.

He declared it was the intention of the Government to insert in all future contracts for railway subsidies a clause to the effect that the steel rails on the roads should be made in Canada, if they were procurable in Canada upon terms as favorable as elsewhere, the Minister of Railways to be the judge.

A strong public opinion is developing in this country against a continuance of the old and liberal method of granting railway subsidies. It is estimated that this country has spent about \$198,000,000 in railway subsidies, besides giving some 40,000,000 acres of land. And it is in the face of these facts, evidently time that we began to consider whether or not we have been over-liberal.

There are, undoubtedly, some districts in the newer parts of the Dominion where it will not only be necessary to build railways, but which will require assistance in the way of Government subsidies. There should, however, be some provision that, at some time and in some way, the principal at least, should be returned to the Government treasury.

When a man borrows money with which to go into business he expects his venture will be profitable, and that he will be able to pay the principal as well as the interest. If those promoting a railway and seeking a subsidy therefor would not be willing to return the principal it is evident they would not have much confidence in the financial success of their venture. A capitalist would not advance money under such circumstances; neither should a Government.

The proposal of the Government to compel subsidized railways to buy their steel rails in Canada is evidently an effort to secure for the country some return for the subsidy given. At present, however, no steel rails are made in Canada. With the steel works which are now in course of erection, however, it is only a question of time before they will be. But, in the meantime, such a clause in the subsidy contracts will

be of no value. And, anyhow, if rails were made in Canada is it likely the railway companies would go outside the country for rails if they could secure them therein "upon terms as favorable as elsewhere?"

To be candid, we do not think the proposition has much value, even were rails made in Canada, although we do not question the intention of the Government.

The Ontario Government has a provision in its contracts for railway subsidies, whereby the latter may be given in money or in material. When Canada has a steel rail mill it seems to us that some such scheme as that would be more helpful to the steel rail workers than that outlined by the Minister of Railways.

CANADIAN-DENMARK TRADE.

A MOST interesting little book, dealing with Copenhagen and its free port, has been handed to **HARDWARE AND METAL** by Mr. N. Visholm, who for some months has been in Canada endeavoring to interest Canadians in the free port of the Danish capital and its trade.

The book is nicely written and liberally illustrated, but its chief interest lies in the commercial matters with which it deals.

Copenhagen has been termed the central mart of the Baltic. And a glance at the map of Europe will convince one that as far as situation is concerned the term is not misapplied, while the trade statistics which the book contains make it clear that it is a decidedly important trade distributing centre.

For some centuries Copenhagen has ranked among the important ports of Europe, but several years ago it was felt that the harbor needed improving and expanding. Eventually the idea of making it a free port was taken up by several influential men. By 1880 it was a national question, and a commission was appointed to consider the project. The outcome of the commission was a decision to construct a new and a free harbor. In 1891 what is known as the free port bill passed through Parliament, and it was decided that the new harbor should be an integral part of the old Copenhagen harbor, under the control of the Minister of the Interior. A company

with a capital of \$1,000,000 was formed to carry out the project. Construction work began in 1891, and 3½ years later was finished.

In constructing the harbor, 148 acres of land were reclaimed from the sea, and the harbor consists of four large basins, or docks, with quays over two miles in length.

The harbor is now free from all the inconvenience attending the payment of Customs on goods entering the port. "In addition," to quote from the book, "it is almost entirely free from the usual dues and fees which weigh so heavily on shipping elsewhere, as ships entering the free port are expected to pay only a nominal pierage due, thus making the Copenhagen port one of the cheapest in the world."

One of the important features about Copenhagen is that it is a centre into which merchandise is brought in large quantities for reexport to Russia, Germany, Norway, Sweden, etc., and from these countries for reexport to other nations. In 1893, £44,961,000 worth of merchandise were imported from Russia, and £61,373,000 exported; £11,365,000 imported from Norway, and £7,560,000 exported; £18,423,000 imported from Sweden, and £18,204,000 exported; £199,185,000 imported from Germany, and £154,650,000 exported. The exports on Denmark account were £13,062,000, and imports £17,794,000.

Canada's trade with Denmark is at present small, the aggregate—imports and exports—in 1899 being only \$56,720. The value of the imports are \$2,329 and of the exports \$54,391. Our exports to Denmark last year were much in excess of any previous year. For example, in 1898 their value was \$21,296; in 1897, \$28,757; in 1896, \$42,894, and in 1895, \$16,445.

Our exports were principally made up as follows:

Carriages.....	\$ 2 370
Lobsters, canned	23 781
Agricultural implements	5 715
Seeds, clover	20,765
Wood, manufactures of	1,137

AN INEXCUSABLE BLUNDER.

One would imagine that those who had the preparation of the official agenda paper for the recent Congress of the Chambers of Commerce of the Empire in London would at least have been conversant with the geography of the Empire, or would at least have recharged their memory. It is evident that something was needed, for Kaslo, British Columbia, is put down as being in Ontario, while Cape Breton is credited with being in British Columbia. Such blunders are inexcusable.

A PREPOSTEROUS PROPOSITION.

CERTAIN members of Parliament have discovered that the sessional indemnity of \$1,000 is not sufficient. The present session has lasted about five months and a half, and there has been a clamor for an extra \$500. This would mean an addition of over \$100,000 to the cost of the session.

The Good Book tells us "the laborer is worthy of his hire," and, of course, no intelligent Canadian would for one moment deny proper compensation to his representative in the House of Commons. It is worth no small sum to have a representative who will make long speeches for you, fight for you, use language unparliamentary for you, and sit up until dawn of day wrangling for you. A man who will do all these things for you is worth money. He has staying powers which are not picked up at every street corner.

But, after all, would it not be better if the affairs of Parliament were conducted on the same principles that a man conducts his business on if he hopes to be successful? We may run the risk of differing with the average member of Parliament in this particular, but, in spite of that, we believe it would.

Of course we fully realize that if we are going to contend for a Parliament on business lines, we must be prepared to amend our statement to the effect that the average present member of Parliament is worth a great deal and declare that he is not worth very much, but we are quite prepared to do so. A newspaper that is not prepared to change its opinion, even in the course of one article, does not amount to much. It is always best to change an opinion when it is for the best; and we are convinced, that is, on this occasion, for the best.

A business man when engaging his heads of departments and minor employees would stipulate, at any rate by implication, that they should faithfully attend to the several duties to which they were allotted. If, instead of attending to business, however, they spent the most of their time bullying each other, threatening each other and impugning the loyalty of each other toward their employer, they would certainly be

dismissed. One cannot conceive that a business man would do anything else. And as far as demanding an increase in salary because of the long hours they had put in at the warehouse, it would be preposterous to think it would be ever granted.

Employers pay their employees for the time they work, not for the time they spend in quarrelling, yet, what business men do not the people of this country are asked to do for their representatives in Parliament. Such a request is preposterous, and is no more worthy of consideration than if advanced by the employees of a business house.

We believe we are estimating on the low side when we say that the members of Parliament have, during the present session, spent fully one-third of their time in senseless wrangling or in making speeches whose sole and only object was the making of political capital. And, in doing this, they have not only wasted their own time, but they have wasted the substance of the country, and now they have the impudence to ask for more pay. It would be more seemly for them to suggest a reduction. But they are not magnanimous enough for that, while we are too magnanimous to demand it. An increase in the indemnity is, however, out of all reason.

THE PRICE OF STOVES IN CANADA.

SOME of those engaged in the stove trade have lately been of the opinion that a decline, in view of the lower price of pig iron, was not improbable in the near future.

Those who are that way of thinking are not likely to have their expectations realized—at least for some time.

A meeting of stove manufacturers was held a few days ago in Gananoque to consider, among others, this very question. But there was no disposition to change prices. While pig iron is lower, the supplies for some time ahead have been bought at the higher figures, and then last year the manufacturers did not advance their prices correspondingly with the appreciation in raw material.

Then, although pig iron is lower, there has been no decrease in the cost of other

kinds of material, and labor stands before. In Montreal only this week there has been a material advance in moulders' wages.

From what **HARDWARE AND METAL** can gather, it is improbable that there will be any reduction in the price of stoves this year at any rate.

A BOOM IN PIG TIN VALUES.

THE pig tin market has been an unusually interesting one during the last 10 days. There has been quite a boom in prices in both New York and London.

Prices began their upward tendency early last week, and, although the middle of the present week saw a reaction, the net result is quite an appreciation in values.

Two weeks ago spot tin closed at £139 10s. in London and at £133 10s. for futures. In New York spot tin was held at 31.50c.

By Tuesday of this week spot tin had touched £145 in London and futures £138 10s. Here was an advance in about 10 days of £5 in futures and of £5 10s. in spot tin. In New York, on the same day, spot tin sold at 34.10c. per lb., or 2.60c. per lb. higher than the figures quoted 10 days before.

On Wednesday the reaction came. Cables received at midday announced a decline in London of 10s. in spot tin and of £1 15s. in futures. Further breaks during the day brought spot tin down to £143. New York turned weaker in sympathy, and, while sellers asked 34.25c. for 5-ton lots, buyers' orders would not go beyond 34.05c. per lb. On Thursday there was a slight improvement. In London, part of the previous day's decline was made up; but, although the market closed at £143 10s., a gain of 10s. over the previous day, the feeling was easy. In New York, 34c. was asked and 34.50c. bid, and in that market the feeling was firm in regard to spot tin but weak in regard to futures.

The strength which the market has developed is attributed to the fact that the stock in New York was nearly all concentrated in one house, while the visible supply of pig tin at the end of last month was 3,575 tons less than at the same time in 1899, and 8,323 tons less than in 1898.

TRADING STAMPS IN VICTORIA.

A MEETING of retail merchants was held in Victoria, B.C., on July 11. Among those present were: J. H. Getschman, Thomas Redding, H. Firth, Aaron Garland, John McSweeney, F. E. Plummer, John Leonard, Watson & Hall, Shroeder Bros., M. J. Thompson, H. C. Lester, J. T. McDonald, W. A. Jameson, Hardress Clarke, Jas. Renouf, Fred Carne, jr., T. E. B. Jones, John Speed, of Speed Bros., William Wilby, L. Goodacre, E. P. Chapman, W. J. Pendray, David Spencer, sr., David Spencer, jr., G. A. Richardson, W. Bickford, A. N. Rahy, H. Mansell, W. Bowness, J. J. Shallcross, C. H. Lugin, D. R. Ker and others.

W. A. Ward, president of the Board of Trade, occupied the chair, and A. Gilson acted as secretary. The chairman briefly outlined the object of the meeting and asked Mr. Carne to take the initiative in bringing matters to a business basis.

Mr. Carne explained that the grocers of Victoria had held a meeting, and as they, with the other retail merchants of the city, were heartily tired of the trading stamps, they asked the cooperation of the board of trade in an effort to stamp out the evil.

President Ward read a letter from A. C. McGregor, who was unavoidably absent from the city. Mr. McGregor expressed approval of the movement to do away with the system.

Mr. Carne thought they should do away with the stamps, coupons and premiums of all kinds.

W. Williams, of B. Williams & Co., thought that efforts should be confined to doing away with trading stamps; that would be sufficient.

Ald. Cameron thought this opened an important point for discussion. In his opinion they should do away with all premiums.

A. G. Bandless thought that the doing away with trading stamps would be sufficient. There might be occasions when business firms might consider it necessary or advantageous to give something in the nature of a cash discount or premium. He was much opposed to the trading stamps, however; it was in his opinion a big mistake that the system should be in operation, and it would be found that the merchants would get along all right without them after they were gone.

Mr. Williams again expressed the opinion that all that it was necessary to do was to do away with the trading stamps.

Mr. Carne believed that the trading stamp system was inaugurated owing to the fact that merchants had been giving away coupons and premiums.

After some further discussion, the follow-

ing resolution was carried, only three of those present voting against it:

We, the undersigned retail merchants of the city of Victoria, B.C., hereby pledge ourselves that on and after August 1, 1900, we will not offer trading stamps as an inducement for business, or premium gifts or coupons for drawings or lotteries, or give any consideration for the purpose of inducing customers to deal with us, other than the articles bona fide to be sold or to be offered for sale.

The following committee was then appointed to obtain signatures and carry out the details for the discontinuance of the stamps and other evils in the retail trade, with power to add to their number:

Grocers—A. Gilson, W. A. Jameson, J. H. Todd and D. R. Ker; dry goods—Westcott and Richardson; boots and shoes—Patterson and Mansell; clothing and men's furnishings—W. G. Cameron and Wilson; hardware—Shore and Bowness; butchers—Gus Porter; confectioners—Lilley and James Branchley, manager for J. R. Steward & Co.

There was some further discussion of an unimportant character, and the meeting adjourned, Ald. Cameron moving a vote of thanks to the board of trade for kindness in arranging the conference.

TILBURY BUSINESS MEN.

MR. W. C. Crawford, general, or you might say departmental store, for you could scarcely conceive of any article he does not carry in his monster new premises in Tilbury, which for modern convenience could hardly be improved on. Mr. Crawford is a hustler, and has the tact to do everything in systematic order, and although kept so busy in superintending so large a business, has always time to see all callers, and dispose of them in a way which makes them feel they would like to call again. Judging from the fine premises and active business carried on there, the Tilbury merchants must be prospering.

Since I last visited Tilbury, Mr. J. S. Richardson, general merchant, has moved into his large new brick premises, 40 x 155 ft.; with plate glass front, 14 x 37 ft. This is one of the finest stores I have seen. There is not a single pillar to obstruct the view over the whole floor, the ceilings being supported by steel girders. On the first floor, dry goods, boots, shoes, hats, caps, and ready-made clothing are tastily arranged, while, at the back, the grocery department is located. On the south side is a fine suite of offices of fine workmanship, finished in ash. The second floor is devoted to the millinery, carpet and housefurnishing lines. The building is heated throughout by steam, lighted by electricity, and cash carriers traverse the whole store.

Mr. Richardson is an active business man, and courteous to everyone. He reports business good.

CANADIAN WALL PAPER AT PARIS.

P. DARTIGUENAVE, the leading New York designer, has written a letter to a New York wall paper journal as follows relative to his observations at the Paris Exposition:

PARIS, June 20, 1900.

In my last letter I told you I would write to you again about what I might find interesting in the wall paper exhibits of the Paris Exposition. The other day I was visiting the English Colonies, when I was agreeably surprised to see a beautiful display made by The Watson, Foster Co. in the section of Canada. They have a very large and splendid showcase where one can see a selection of the best samples of their line. I was not the only one to be attracted by their showing, for a whole crowd were standing around, admiring the richness of the colorings and the grace of the drawings. One of the company's best and most attractive samples is a large parlor paper in half-tapestry shades and with a heavy gold background. I have hardly ever seen anything of a more striking and artistic effect. I will not try to depict to you all the good things I have seen in their exhibit. A design is something that must be looked at; a description of it is hardly interesting. Still, I will tell you that their assortment is complete. Florals, heraldics, halls, scrolls, etc., are in great variety. Besides their central display, they have a number of panels, spread a little all over the rooms of the Canadian section.

I have also noticed in the section of the United States two beautiful rooms decorated with papers of Wm. Campbell & Co. You have already given their complete description in your weekly paper, so I need only tell you that they are of great taste and attract a great deal of attention.

Do I need to tell you that the exhibition here is now in full bloom? Paris is no more the capital of France, but seems to be in the hands of strangers, for one can hear all languages spoken here. Americans, especially, are in great numbers. They will find here all they want that is interesting, for the American exhibit alone is of great importance, and it would take several months to study it thoroughly.

Yours, most sincerely,

P. DARTIGUENAVE,
31 Avenue de la Republique,
Nanterre, near Paris, France.

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Prompt Shipments

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PREJUDICES AGAINST INSURANCE.

"There is the great prejudice that one can handle his own money better than the company, and therefore he will not assure his life, and this goes hand-in-hand with the conviction of the noncapitalist that he cannot afford it. But it is a happy thing," says James W. Alexander in *The Atlantic*, "that these prejudices are gradually breaking down, but the people still treat life assurance as a luxury. They pay in their premiums in good times, and drop them or refrain from taking the first step in bad times. The reverse of this would be rational. Instances of bitter disappointment to families are occurring all the time, upon the death of the bread-winner leaving nothing but debts. In former times life insurance was sparingly resorted to, and almost exclusively by salaried men and by men of small affairs. Later, the prosperous and the capitalistic class learned that 'an anchor to windward' in the shape of life assurance is an advantage.

"Many is the successful merchant who has left one or more hundreds of thousands of assurance which has saved the integrity of his business or has bridged over the gaps while the estate was being disentangled. Partnerships have been saved from wreck by the interassurance of the members. Families enjoying luxury have through the medium of large life assurance escaped being suddenly plunged into the misery of dependency. The man who is confident that he can handle his own money best without committing it to a company ignores the uncertainty of life. Even if he has the requisite knowledge, skill and steadfastness to do as well as the company throughout a lifetime of 60 years, how can he be sure he will not die? Premature death wrecks all his plans. The assured man establishes a capital for those he is to leave behind the moment he assures."

SETTLERS FOR CANADA.

Another large batch of emigrants are shortly expected in this country from Iceland, on their way to Winnipeg.

This Icelandic emigration to Canada is a very curious thing, says *The Manchester Guardian*. Since the stoppage of live stock exports to the United Kingdom the Icelanders have been hardly put to it to make a living. They used to send their lean sheep to the North of England and to Scotland, where the animals were put out to fatten and then sold. Now this has stopped, the Icelanders have only fishing to fall back upon as a means of livelihood, which is not much for a population of 80,000 souls.

They are, therefore, emigrating to Canada. Over 1,000 of them have left within the last few months, and they have all



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of The Sherwin-Williams Paint is up to the highest standard of paint requirements.

Every step of the manufacture is so carefully watched that not a drop of the paint can leave us without being absolutely right. Materials all chemically and practically tested. Grinding and mixing under expert supervision. Filling of cans by weight as a check on consistency. Accuracy and the best work all along the line. When the packages are sealed we know beyond all possibility of doubt that S.-W. P. is right, that it will give the best possible paint satisfaction.

You can have the same confidence, and by pushing the goods with such faith as that in them, you can't fail to build big business.

Every drop of S.-W. P. you sell will help bring in the orders.

THE SHERWIN-WILLIAMS CO
PAINT AND VARNISH MAKERS.

CLEVELAND. CHICAGO.	NEW YORK. MONTREAL.	BOSTON. TORONTO.	SAN FRANCISCO. KANSAS CITY.
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settled in the neighborhood of Winnipeg. The colony they have formed is called "Young Iceland." May it prosper!—*Canadian Gazette*, London, Eng.

DAFT, BUT LOYAL WITHAL.

The *Oil and Drug Review*, of Chicago, Illinois, says: "The English and Canuck have gone 'daft' on the color question—it is khaki uniforms for the soldiers, dresses for the ladies, etc. A Canadian manufacturing concern is now turning out a 'khaki' mixed paint."

A HARDWAREMAN ABROAD.

Mr. Wilbur Gordon, hardware merchant, Tweed, Ont., sails from Montreal on the ss. *Lake Superior* for a trip abroad. During his absence he will visit Liverpool, London, Belfast, Dublin and Paris. Mr. Gordon has spent the last seven years devoted to the establishing of his now large and flourishing business. During that time he has only taken two weeks' holidays, which he spent in Winnipeg. He expects to return about August 25.

A LARGE ESTABLISHMENT.

The Marine Iron Works, Victoria, B.C., will soon be completed, and will in a month or so give employment to 150 men. The works are divided into four departments, a boiler shop, a machine shop, a third for

trade stores, and another, an annex to the present large buildings, will be erected for casting purposes. The machinery is capable of performing all requirements of the heaviest lines of trade, and will do any work likely to arise on the Pacific Coast for some time.

BENNETT'S HARDWARE BOXES.

The Bennett hardware shelf boxes are gradually getting into general use. Mr. J. S. Bennett is now at work in his factory at 20 Sheridan avenue, Toronto, on these boxes for the equipment of the hardware department in the Winnipeg store of The Hudson's Bay Company.

CATALOGUES, BOOKLETS, ETC.**A CATALOGUE IN SPANISH.**

The Iver-Johnson Arms & Cycle Works have issued another edition of their catalogue, printed this time in Spanish. The catalogue is a handsome one and very complete, containing, besides the Spanish text, numerous cuts of their revolvers, etc. This edition is for circulation in the South-American countries and other places where the Spanish language is used. The business done by The Iver-Johnson Works with the South-American republics is a large and growing one, and necessitates the printing of a separate edition of the catalogue. This should be very much appreciated by Spanish-speaking people, and is another example of the enterprise of this firm, whose motto, "Honest goods at honest prices," no doubt is the great reason for their success.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

CHATTEL mortgagees are in possession of The Greenwood Hardware and Stove Co., Greenwood, B.C.

J. A. W. David, hardware merchant, Montreal, has assigned to Alex. Desmarteau.

A meeting of the creditors of Hiram Hyde, coal dealer, Truro, N.S., is called for July 20.

John C. McMillan, general merchant, Webbwood, Ont., has assigned to Richard Lee, Toronto.

S. & J. Carriere, general merchants, Coteau Landing, Que., have assigned; creditors meet July 24.

A meeting to appoint a curator for H. Boulay, general merchant, Sayabec, Que., was called for July 17.

E. S. Cressman & Co., general merchants, Hanover, Ont., have assigned to H. H. Miller and C. S. Scott, Hamilton.

PARTNERSHIPS FORMED AND DISSOLVED.

Kwong Hang Chong, general merchants, Vancouver, B.C., have dissolved partnership.

Wm. Parsons & Son, blacksmiths, Harwich, Ont., have dissolved; Wm. Parsons, jr., continues.

Organ, Elliot & Co., manufacturers' agents, have registered partnership at Montreal.

SALES MADE AND PENDING.

James Found, sawmiller, Whitechurch, Ont., advertises his business for sale.

D. H. Winter, hardware merchant, Chatham, Ont., has sold out to Theodore Bourassa.

The stock of T. B. Willis, general merchant, Markham, Ont., was sold by sheriff.

T. & D. Briggs, general merchants, Fork River, Man., have sold out to Thomas Whale.

Carley & Studor, general merchants, Morden, Man., have sold out to Joseph P. Graves.

B. J. Smith, general merchant, Reston, Man., has sold out to John White, Boissevain, Man.

The property of Edgar Scott, general merchant, Milford, N.S., is advertised for sale by auction.

The rolling stock and book debts of Ed. Barabe, sawmiller, St. Jean des Challions, Que., have been sold.

The stock of the estate of Hemenway & Waller, general merchants, Carman, Man., was sold at 70c. on the dollar.

The stock of the estate of Andrew Holiday, general merchant, Boissevain, Man., was sold at 62c. on the dollar.

CHANGES.

Wm. Cass, blacksmith, Hartland, N.B., has commenced business.

G. W. Ludlow, hardware and furniture dealer, Dryden, Ont., has been succeeded by S. B. Schwartzemer.

McCorquodale & Co., harness dealers, Napinka, Man., are out of business.

Martin, Blanchard & Martin, builders, Sydney, N.S., have commenced business.

FIRES.

The premises of Charlebois & Martineau, bicycles, sporting goods, etc., Montreal, were damaged by fire and water; insured.

DEATHS.

Roger W. Warne, sawmiller, Hillgrove, N.S., is dead.

Major Taylor

THE CHAMPION OF THE WORLD
RIDES A

Red-Headed Iver Johnson Bicycle

AND WINS.

Thousands of riders throughout the country ride Iver Johnson Bicycles and FIND THEM SATISFACTORY.

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Gilbertson's Galvanized Sheets

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are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

"GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"
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GILBERTSON'S TERNEPLATES. "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

ALEXANDER GIBB,

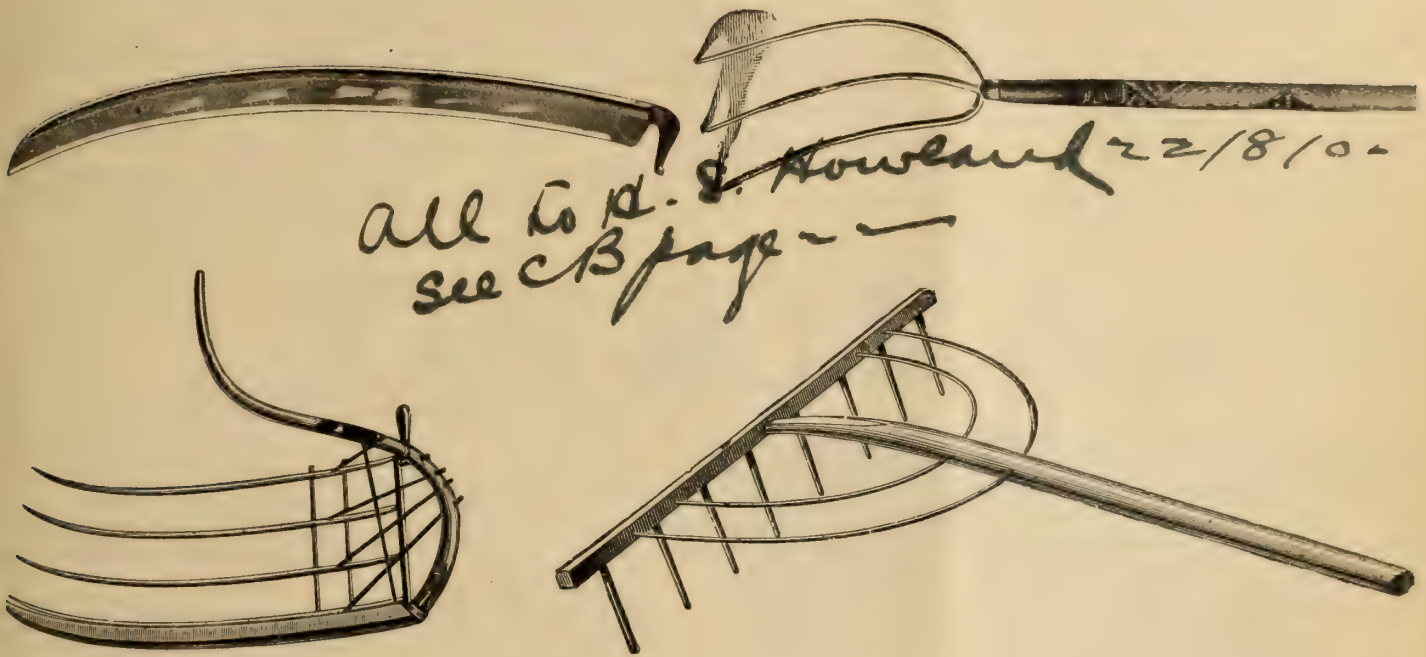
Agent

13 St. John Street, MONTREAL.

H. S. HOWLAND, SONS & CO.

ONLY
WHOLESALE37-39 Front Street West, **Toronto.**WHOLESALE
ONLY.

Harvest Tools



Hay Forks
Straw Forks
Barley Forks
Manure Forks
Potato Forks
Potato Drags
Vegetable Scoops

Garden Hoes
Field Hoes
Scythes
Snaths
Cradles
Scythe Stones
Emery Stones

Hoe Handles
Fork Handles
Rake Handles
Barley Fork "
Cradle Fingers
Ferrules
Harvest Whips

Hay Rakes, Reaping Hooks, Corn Knives and Harvest Mitts.

H. S. HOWLAND, SONS & CO., Toronto.

A FULL LINE.

Graham Wire and Cut Nails are the Best.

WE SHIP
PROMPTLY.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, July 20, 1900.

HARDWARE.

SINCE the reductions in wire nails, cut nails, and smooth steel wire noted last week, business has been a little brisker. Both jobbers and retailers were anticipating some reductions such as these and were consequently holding off for lower figures. Now, having obtained them, filling orders are coming to hand. The demand for summer articles, such as sporting goods, ice cream freezers, etc., is reported to be falling off, while the fall goods are not moving freely. Only the staple articles, such as nails, wire, horseshoes, rivets, etc.,

are moving in fair quantities. Payments are good.

BARBED WIRE—Some fair orders have been secured, but they are not large. The price is unchanged with the base at \$3.30 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—There is little doing. We quote as follows: Nos. 6, 7, and 8 guage, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25, for small quantities.

SMOOTH WIRE—There is little demand for any variety of smooth wire. We quote \$3.00 per 100 lb. base.

FINE STEEL WIRE—The discount is 15 per cent. off list, instead of 12½ as before.

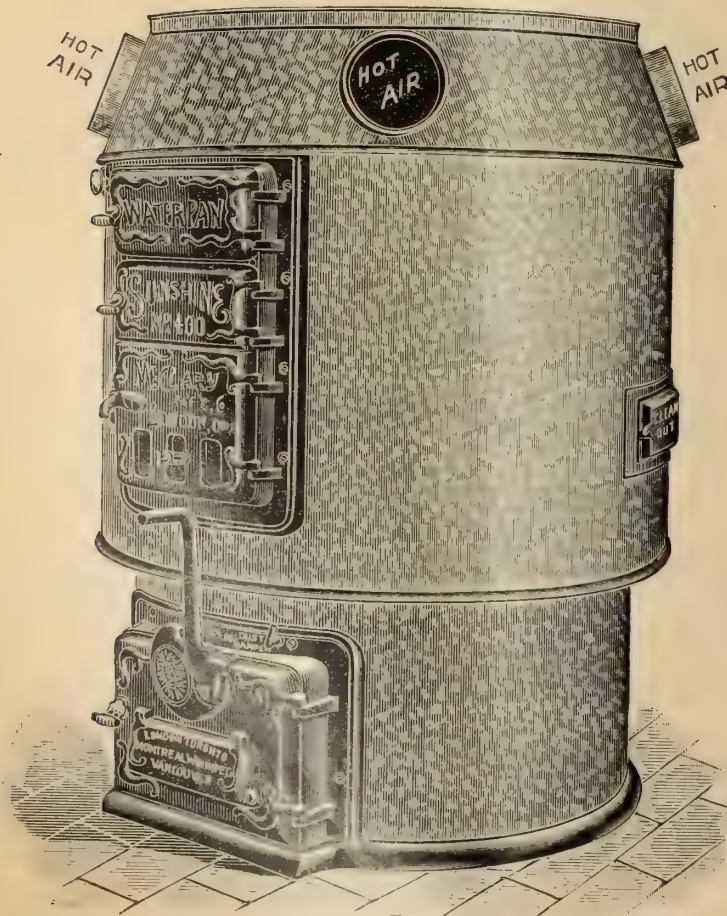
BRASS AND COPPER WIRE—Little is doing. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—These have been reduced 15c. per keg, and are now quoted at \$3.45 per keg of 100 lb.

WIRE NAILS—More orders have been received this week, some small and some large. Prices are unchanged at last week's reduction. We quoted \$3.10 for small lots and \$3 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—Somewhat larger than sorting orders are coming to hand since the reduction of 25c. a keg. We quote \$2.60 for small and \$2.50 for carlots. Flour

A NEW FURNACE



For any kind of Fuel

{ ROUGH WOOD
KNOTTED WOOD
HARD COAL
SOFT COAL

Made in three sizes, with capacities ranging from 10,000 to 50,000 cubic feet. The most modern and powerful heater of its kind made in the Dominion.

They have larger heating surfaces than any other, and have . . .

Heavy sectional firepot,
Triangular grates,
Double fire door, size 11 x 15 in.
Direct or indirect draft.
Safety gas damper,
Steel plate dome and radiator.
They are easily set up, and cased.

A High-Class Furnace at a Low Price.

Descriptive matter will be mailed to Agents in a few days.

LONDON,
TORONTO,
MONTREAL,
WINNIPEG,
or VANCOUVER.

THE McCLARY MFG. CO.

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
W. Dewees Wood Company's
Planished Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B.

Cold Storage Lining

AND

.. Ruberoid Roofing ..

P. S.—Prices on Application.

65 Shannon Street, MONTREAL.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Trade is quiet. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES — Horseshoes are active at the decline. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow shoes, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$3.85; No. 1 and smaller, \$4.10; feather-weight, all sizes, \$5.10; toe weight steel shoes, all sizes, \$6.20 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—The demand is only moderate. Discounts are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 1/2 per cent.; flat head bronze, 67 1/2 per cent.; round head bronze, 62 1/2 per cent.

BOLTS—The tone is decidedly sluggish. Discounts are as follows: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52 1/2 per cent.; coach screws, 65 per cent.; sleigh-shoe bolts, 70 per cent.; blank bolts, 52 1/2 per cent.; bolt ends, 52 1/2 per cent.; nuts, square, 3 1/2 c. per lb. off; nuts, hexagon, 4c. off; stove bolts, 60 and 10; plough bolts, 50 per cent.; Norway bolts, full, square, 65 per cent.

RIVETS — The demand for rivets is fair. We quote discounts as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 50 per cent. off; swedes iron burrs, 45 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 50 per cent. off.

CORDAGE—An improvement in the demand is to be noticed in certain lines this week. The base prices are reduced to 14c. for Manila, and 9 3/4 c. for sisal.

SPADES AND SHOVELS—Some few lots have moved out this week. The discounts are 40 and 5 per cent.

FIREBRICKS—We quote \$17 to \$24 per 1,000, as to brand.

CEMENT—The demand continues fair, as some large buildings which are now being built are requiring extensive supplies. We quote as follows: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

TACKS—Tacks have been reduced all around. Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

TINPLATES

"LYDBROOK," "TRYM,"
"GRAFTON," "ALLWAYS,"
"CANADA CROWN," ETC.

CANADA PLATES

"DOMINION CROWN" All Polished.
"ALLWAYS" best Half Bright.
"PONTYPOOL" Half Bright.
"DOMINION CROWN" Galvanized.

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

Offer from Store,
Montreal, Toronto and Hamilton:

Special Values in Galvanized Iron

QUEEN'S HEAD, COMET
AND APOLLO BRANDS.

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

WHY BUY YOUR VARNISH IN BARRELS

and go to all the trouble of running to the cellar and measuring it out in small quantities?

It is a waste of time and varnish, and both cost money. *Elastilite* saves all this unnecessary trouble and expense.

It is put up in neat lithographed tins, from $\frac{1}{2}$ -pints to 1-gallon, with a large Show Can supplied free with the first 12-gallon order, in assorted sizes, making one of the most attractive ads. you can have in your store.

Elastilite advertises your business. It is a good varnish for all purposes, either inside or outside. Once used, no other can take its place.

—Manufactured only by—

The Imperial Varnish & Color Co.
LIMITED
TORONTO, CANADA.

WE HAVE A LARGE AND FULLY ASSORTED
STOCK OF

HARVEST TOOLS

Forks,
Rakes,
Hoes,
Scythes,

Snaths,
Spades,
Shovels,
Etc.,

and will guarantee prompt shipment from
warehouse for immediate orders.

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.

METALS.

The general tone of the metal market is easy, and consequently trade is rather sluggish.

PIG IRON—In the United States, Bessemer pig has declined \$2 per ton, to \$18, and steel billets, \$2.50 per ton, to \$22.50. Some pig iron has changed hands this week at open prices, from \$23.50 to \$24.50.

BAR IRON—Has been shaded this week, and we now quote \$2.20 to \$2.25 per 100 lb. f.o.b. Montreal.

BLACK SHEETS—There is not much doing. We quote the base on 8 to 20 gauge at \$2.95.

GALVANIZED IRON—The tone is sluggish. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—Foreign markets still continue firm. We still quote 17½c.

INGOT TIN—In both local and foreign markets there have been strong advances. The price here is 36c.

LEAD—We quote the base at \$4.50. It is firm at that price.

LEAD PIPE—The demand is fair. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—The demand is fair. We quote as follows: $\frac{1}{4}$, \$2.95 per 100 ft.; $\frac{3}{8}$, \$2.95; $\frac{1}{2}$, \$3.10; $\frac{3}{4}$, \$3.45; 1, \$5.20; 1¼, \$6.75; 1½, \$8.10, and 2-in., \$11.00.

TINPLATES—Trade is featureless, with prices at \$4.50 for coke and \$4.75 for charcoal.

CANADA PLATE—A further decline is to be noted. We quote: 52's, \$3; 60's, \$3.15; 75's, \$3.10; full polished, \$3.50, and galvanized, \$4.60.

TERNE PLATE—There is not much doing. The price remains unchanged at \$8.50.

SWEDISH IRON—We quote \$4.25.

COIL CHAIN—Business is also quiet in coil chain. We quote as follows: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; $\frac{1}{4}$ -inch, 8½c.; 5-16, \$5.50; $\frac{3}{8}$, \$5.35; 7-16, \$5.00; $\frac{1}{2}$, \$4.75; 9-16, \$4.70; $\frac{3}{4}$, \$4.35; $\frac{7}{8}$, \$4.25; 1, \$4.20, and 1 inch, \$4.10.

SHEET ZINC—Lower prices prevail this week, and we quote 6¼ to 6½c.

ANTIMONY—Unchanged at 10½c.

PAINTS AND OILS.

Notwithstanding the intense heat and excessive humidity, a satisfactory business has been done in paint and oil circles during the past week. There has been a little better call for paris green, and liquid paints are also experiencing a good demand. There has been no change to note in the white lead situation locally, but lead products in Glasgow and on the Tyne are much firmer. It is thought that there will be a brisk demand for ground white lead in Canadian markets directly the autumn trade commences to open, as stocks are said to be low in the country. We quote:

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$5.10; in kegs, \$5.35 to \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 84c.; boiled, 87c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 69c.; two to four barrels, 68c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.20 to \$1.40 per gallon.

CASTOR OIL—Firm; 8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

PARIS GREEN—Demand fair at firm prices; 1-lb. packets, 19½c., and drums, 18½c.

NAVAL STORES—An active business has been done in naval stores, and prices generally rule steady. We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4¼ to 5¼c. for colored, and 6 to 7½c. for white oakum, 5¼ to 6¼c., and cotton oakum, 10 to 11c.

GLASS.

Business is moderately fair, and will likely continue to be so throughout the summer. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PETROLEUM.

There is no change in petroleum quotations. Trade is remarkable only for its summer dullness. We quote: "Silver Star," jobbers, 16½c.; retail, 17½c.; "Imperial Acme," 17½ and 18½c.; "S. C. Acme," 19 and 20c.; "Astral," 20 and 21c.

HIDES.

As last quoted: Beef hides, 8c. for No. 1; 7c. for No. 2, and 6c. for No. 3. Calfskins, 9c. for No. 1, and 7c. for No. 2.

MARKET NOTES.

Manila and sisal rope are quoted lower this week.

Ingot tin is about the only advancing article in the metal trade.

The discount lists of tacks have been entirely recast.

The Canada Paint Company report heavy shipments of their "Khaki" brand of liquid paints. They are announcing to their customers that owing to summer holidays their travelers may not be able to call regularly, and that letter orders will, as usual, have careful and prompt attention.

ONTARIO MARKETS.

TORONTO, July 20, 1900.

HARDWARE.

THE volume of business is a little better than it was. This, it will be remembered, was one of the things that HARDWARE AND METAL predicted as a result of the recent change in prices. Although business is a little better, it cannot be said to be brisk. As this is between the seasons, an active trade could scarcely be expected. The feeling, however, appears to be a little healthier, and advices from the United States report a better business in finished products. Fence wire of all kinds is quiet on the local market, and, although wire nails are quiet, there appears to be a slight improvement in the demand, but the lots wanted are small. In cut nails the demand is chiefly for shingle nails. Harvest tools are still going out well. Business is becoming more active in cutlery, and a moderate trade is to be noted in sporting goods. Rope is without change in price, but the volume of business appears to be a little better. Fine steel wire is now quoted at 15 per cent. discount. The discount has also been changed on flour barrel nails and coopers' nails. The price of bright staples has been reduced to \$3.45 per keg, and the discounts have all been increased on coopers' staples, poultry netting staples and double-pointed carpet tacks. Letter



SAMPLE DESIGN No. 429.

Our finely illustrated Catalogue gives full information.

METALLIC ROOFING CO., Limited KING and DUFFERIN STREETS, **Toronto.**
Wholesale Manufacturers.

ARTISTIC AND SERVICEABLE.

Our Metallic Ceilings and Walls

are in popular favor with the most fastidious as well as the most practical people.

They represent the triumph of beautiful, durable, fireproof and sanitary interior decoration.

Accurate in design, fitting perfectly—every smallest detail of the patterns continuing throughout with absolute precision.

They give the acme of satisfaction at most moderate cost.

orders are still fairly good, and payments are moderate.

BARBED WIRE—Very little is being done, and what is being transacted is from stock. We still quote f.o.b. Cleveland \$2.95 in carlots, and \$3.05 in less than carlots; f.o.b. Toronto, \$3.25 in less than carlots.

GALVANIZED WIRE—There is a little being done, but orders are very small. We quote as follows from Toronto: No. 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$5.10; No. 16, \$5.15. The f.o.b. price Cleveland for Nos. 6 to 9 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—Scarcely anything is being done, only a few small orders being received. The base price is \$3 per 100 lb., as noted last week.

WIRE NAILS—These are going out a little more freely this week, although the orders are small, and business generally cannot be considered any other but quiet. It is the general opinion that stocks are getting pretty well broken. We still quote \$3 in carlots and \$3.10 in less quantities.

CUT NAILS—There are a few going out, but the demand is chiefly for shingle nails. The base price is \$2.60 per keg, Toronto, Hamilton, London and Hamilton.

HORSESHOES—Trade is without any improvement. We quote as follows, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.75; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$5.20; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$4; snow-

shoes, \$4.25; light steel shoes, \$4.20; featherweight, (all sizes), \$5.20.

HORSE NAILS—These are still dull and featureless. We quote discount 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

TACKS—The discount on double-pointed carpet tacks has been increased. In paper boxes the discount is 90 and 10 per cent. and 40 per cent. in bulk. The discount on coopers' nails is 30 per cent. instead of 25 per cent. and on flour barrel nails 25 per cent. instead of 20 per cent.

STAPLES—The price of bright staples has been reduced to \$3.45 per keg, and the discount on coopers' staples is now 45 per cent., and on poultry netting staples 40 per cent.

SCREWS—Trade is keeping active in this line and prices are unchanged. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—A good business is being done in stove bolts, and in tire bolts a fair trade is to be noted. We quote as follows: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3¼c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS AND BURRS—A fair trade is

being done in rivets. We quote: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

AMERICAN WROUGHT PADLOCKS—The manufacturers in the United States advanced their prices some time ago, and now, that the jobbing trade in Canada have got to import at the higher prices, they are marking up their quotations to the retail trade about 20 per cent.

LUMBERMEN'S SUPPLIES—The wholesale trade are beginning to lay in supplies, and there have already been a few shipments sent forward during the past week.

ENAMELED WARE—Trade in this line continues good, particularly in such lines as preserving kettles.

ICE CREAM FREEZERS—These are going out well, and are really about the only summer line of goods that are moving at all freely.

ROPE—The demand for rope has been a little better during the past week, but whether it is due to the recent reduction in prices or not we cannot say. We quote as follows: Pure manila, 13½ to 14c.; "A" quality manila, 11½ to 12c.; special manila, 10½ to 11c.; sisal, 9½ to 10c.

BINDER TWINE—There is still a small business being done, although the manufacturers are still looking to a better business later on. On account of the low price at which some of last year's twine is being offered the market is unsettled, although the hemp market itself is rather weak.

HARVEST TOOLS—There is still a fairly good trade being done, and stocks are in a fairly good condition. The discount is still 50, 10 and 5 per cent.

SPADES AND SHOVELS—There are a few going out, but the business does not amount to a great deal. Discount 40 and 5 per cent.

SPORTING GOODS—Some business is being done, and shipments are coming forward for the wholesale houses.

CUTLERY—Business is beginning to move a little more freely, although in a sorting-up way.

CEMENT—The local market has improved since last week, though prices have not changed. At outside points a heavy demand continues at prices quoted. We quote as follows in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The feature of the metal market during the past week has been the strength in pig tin, prices having advanced materially in

the outside markets, and quotations locally are 2c. higher. Copper has also shown a great deal of firmness in London, England. Pig iron has declined another \$1 per ton in the United States during the past week. Solder is ½c. higher locally. In other lines of metals prices are much the same as before.

PIG IRON—The market is still weak, and the feature has been the decline of another \$1 per ton in the United States in foundry iron.

BAR IRON—The market is still weak, and there is not much business being done. The ruling price for small lots is \$2.25 base.

HOOP STEEL—There is a little business being done in this line at the \$3.25 base.

PIG TIN—The outside markets have advanced steadily during the past week or 10 days until Wednesday last, when there was a reaction, and prices dropped about £2 in London. Since then, however, there has been a slight recovery, but the tone of the market has lost a great deal of its strength. Locally, prices are 2c. per lb. higher than they were a week ago, the quotation now being 37 to 38c. per lb. Trade locally is fairly active in pig tin, although the quantities wanted are small. Stocks on hand are still light.

TINPLATES—Business in this line has improved a good deal, and an active trade is being done. Our quotations remain unchanged.

TINNED SHEETS—There is not much being done and the little business that is transpiring is in small lots.

GALVANIZED SHEETS—Trade in galvanized sheets is fairly active, although the market is devoid of any special feature. We quote: 28 gauge, English, at \$5 in case lots, and American at \$4.60 in ton and half-ton lots. Add 15c. for smaller quantities.

BLACK SHEETS—Trade in this line is only moderate. We still quote the base price at \$3.60.

IRON PIPE—Although the agreement among jobbers is only of recent origin, the market seems to be already again unsettled on account of the cut in prices. Our quotations in the meantime are largely nominal. Business is only moderate. Discounts are now as follows: Black pipe, ¼ to ¾ inch, 40 per cent.; ½ inch, 60 per cent.; ¾ to 2 inch, 66⅔ per cent.; larger sizes, 50 and 5 per cent. Galvanized pipe: ½ inch, 40 per cent.; ¾ to 2 inch, 50 per cent.

LEAD PIPE—Business is fair. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

LEAD—Business is a little more active both in large and small lots. We quote 5 to 5¼c. per pound.

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

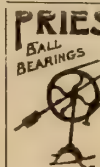
West Troy, N.Y.

DERBY SNAP.

With Plated Rust Proof and Guarded Spring

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.



PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power

ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.



NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door, Closer, They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS' LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

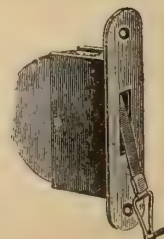
Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

SOLDER—Prices are $\frac{1}{2}$ c. per lb. higher, in sympathy with the advance in pig tin. We quote: Half and half, $21\frac{1}{2}$ to $22\frac{1}{2}$ c.; refined, 21 to $21\frac{1}{2}$ c., and wiping, $20\frac{1}{2}$ to 21c.

ANTIMONY — Is quite unfeatureless at 11 to $11\frac{1}{2}$ c. for Cookson's.

CANADA PLATES — There is not much business being done, although some inquiries are being heard. We quote: All dull, \$3.50; half-polished, \$3.60, and all bright, \$4.

COPPER—The London market is firmer, and one day this week there was an advance of 10s. per ton. In New York, the disposition to firmness has not been so marked. Ingot copper is quiet locally, but a fair business is being done in sheet copper. We quote $19\frac{1}{2}$ to 20c. for ingot, and 23 to $23\frac{1}{2}$ c. for sheet copper.

ZINC SPelter—There is more movement than there was a week ago, but the volume of business is not large. We quote 7 to $7\frac{1}{4}$ c. per lb.

ZINC SHEETS—Trade is fair, but without any particular feature. We quote $7\frac{1}{2}$ c. for casks and $7\frac{3}{4}$ c. for part casks.

CHAIN—A reduction is announced in the price of coil chain. Quotations are now: 5-16 inch, \$4.85 to \$5.35; $\frac{3}{8}$ -inch, \$4.80 to \$5.30; 7-16 inch, \$4.50 to \$4.95; $\frac{1}{2}$ -inch, \$4.25 to \$4.65; $\frac{5}{8}$ -inch, \$3.80 to \$4.20; $\frac{3}{4}$ -inch, \$3.75 to \$4.15; $\frac{7}{8}$ to 1-inch, \$3.70 to \$4.10. We were not advised of the changes soon enough to make corrections in our prices current.

PAINTS AND OILS.

The market is still very quiet. Paris green, however, keeps firm at steady prices, and the demand keeps good. Other lines are somewhat falling off. Linseed oil is firm. It cannot be delivered in Canada at present prices. Canadian buyers are still in many cases reselling their goods in England, thus taking the supply from the Canadian market. Turpentine has advanced $\frac{1}{2}$ c. twice this week in Savannah, and dealers say that an advance may be looked for here shortly. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87 $\frac{1}{2}$; No. 1, \$6.50; No. 2, \$6.12 $\frac{1}{2}$; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to $6\frac{1}{2}$ c.; orange mineral, 8 to 8 $\frac{1}{2}$ c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING — 60c. per 100 lb.; Gilders' whitening, 75 to 80c.

GUM SHELLAC—In cases, $22\frac{1}{2}$ c.; in less than cases, 25c.

PuTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18 $\frac{1}{4}$ c.; drums, 50 and 100 lb. 18 $\frac{3}{4}$ c.; drums, 25 lb., 19 $\frac{1}{4}$ c.; tins, 1 lb., 20 $\frac{3}{4}$ c.; tins, $\frac{1}{2}$ lb. 22 $\frac{3}{4}$ c.; packages, 1 lb., 19 $\frac{3}{4}$ c.; packages, $\frac{1}{4}$ lb., 21 $\frac{3}{4}$ c.

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C. - 128 Hope Street, Glasgow - 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helena." Telephone No. 68 St. Helens.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 10 to $10\frac{1}{2}$ c. per lb. and $10\frac{1}{2}$ to 11c. for single tins.

LINSEED OIL — Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 71c.; two to four barrels, 70c., delivered to outside points. Toronto, Hamilton, London, Sarnia, Walkerville, Chatham, Dresden, Wallaceburg and Amherstburg, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

Prices have stiffened since last week, and present quotations are firm. The threatened strike in Belgium will likely cause an advance. As yet, however, there is no change, and trade continues to be quiet. We quote first break locally: Star, in 50 foot boxes, \$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united inches, \$6.00, Toronto. Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL.

The demand is still poor, and prospects for an improvement are not bright. Dealers say that this is the poorest season for a long time. We quote jobbers' prices: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stovecast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, $10\frac{1}{2}$ c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, $10\frac{1}{2}$ c.; scrap lead, $2\frac{3}{4}$ c.; zinc, $2\frac{1}{2}$ c.; scrap rubber, 5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

COAL.

The market is rather quiet this week. Dealers do not anticipate any change in retail prices until about September 1. Our quotations for anthracite on cars at Buffalo and bridges are as follows: Nut, egg and stove, \$4.50 per gross ton, or \$4.01 per net ton; grate, \$4.25 per gross ton, or \$3.79 per net ton.

PETROLEUM.

There is a brisk trade doing, considering the season. There is no change in prices. We quote as follows: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, $17\frac{1}{2}$ c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

MARKET NOTES.

Coil chain is lower.

Pig tin is 2c. per lb. higher locally.

Turpentine is 1c. higher in Savannah.

Solder is quoted $\frac{1}{2}$ c. per lb. higher in sympathy with tin.

Bright staples, coopers' staples and poultry netting are all lower in price.

The discount on fine steel wire is now 15 per cent. instead of $12\frac{1}{2}$ c. per cent.

The discount on coopers' nails has been increased to 30 per cent., and on flour barrel nails to 25 per cent.

The discount on double-pointed carpet tacks has been increased to 90 and 10 per cent. in paper and 40 per cent. in bulk.

H. S. Howland, Sons & Co. are in receipt of shipments of cutlery from Joseph Elliot & Sons, John Askham & Sons, and Henry Boker & Co.

PERSONAL MENTION.

Mr. Harry Walker, of Toronto, is managing the hardware business of D. Ferguson, Teeswater, during Mr. Ferguson's absence on an extended tour to the Northwest.

STOVEMEN AMONG THE THOUSAND ISLANDS.

While the stove manufacturers were in Gananoque they were under the especial care of The James Smart Manufacturing Co., Limited, of Brockville, and well did that company perform its self-imposed duties. After business had been disposed of, The Smart Manufacturing Co. chartered a steamer and took the stovemen through the Thousand Islands. The steamer left the wharf at 9 a.m., and did not return till 5 p.m.

At one of the islands a stop was made, and the waiter, who had been brought from a Gananoque hotel, laid cloths on the rocks and provided a good feast for the hungry excursionists.

The stove manufacturers will long remember their session at Gananoque, for, through the munificence of The Smart Manufacturing Co., it was made the most pleasant in their history as an organization.

MANITOBA MARKETS.

WINNIPEG, July 16, 1900.

The volume of business in all lines of hardware is fair for the time of year. The uncertainty as to the crop in June had the effect of somewhat curtailing building operations and this, in turn, has made the sale of building hardware smaller than was anticipated early in the season. The following is the revised price list to date:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire.	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.90 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge.	3 75
28 gauge.	4 00
Galvanized American, 16 gauge.	4 25
18 to 22 gauge	4 50
24 gauge.	4 75
26 gauge.	5 00
28 gauge.	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge.	8 80
28 gauge	8 00
Tinplate, IC charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots.	8 00
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	11 25
" 3/4	11 75
" 1/2 and 5-16	12 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00
Solder	23 1/2
Cotton Rope, all sizes, lb.	15
Axes, chopping	\$ 7 50 to 12 00
" double bits.	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round	70 p.c.
Flat " brass.	70 p.c.
Round " "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine.	45 p.c.
Tire	55 p.c.
Sleigh shoe.	65 p.c.
Plough	40 p.c.
Rivets, iron.	37 1/2 p.c.
Copper, No. 8, lb.	33 1/2 p.c.
Spades and shovels.	40 p.c.
Harvest tools.	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 75
No. 1.	1 25
Linseed oil, raw, per gal.	92
" boiled "	95

Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	40 p.c.
C.F. pistol	10 p.c.
C.F. military	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M	16 25
Shot, Ordinary, per 100 lb.	7 25
Chilled.	7 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned.	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.
Turpentine, by barrel.	80c.
Less than barrel.	85c.

IRON MOULDERS' WAGES.

The strike of the Montreal moulders has been settled. The terms of agreement are in effect as follows: That \$2 15 per day shall be the minimum rate of wages until May 1, 1901, and thereafter, unless otherwise decided. This minimum rate is not to apply to boys until six months after their apprenticeship, or to physically incapacitated moulders. If either party desires a change after May 1, 1901, they must give 30 days' notice to the other party, and if no notice be given the agreement is to stand for another year, and so on from year to year. The agreement was signed by the chairmen of Iron Moulders' Union No. 21, National Founders' Association and Iron Moulders' Union of America.

A REMODELED STORE.

Mr. W. Stewart, hardware merchant, Tilbury, has remodeled his large store and put in a full front plate glass window. He has put in a fine suite of offices on the south side and reports business in principal lines in advance of last year. Mr. Stewart is also extensively engaged in milling.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.



TRENT CANAL.

SIMCOE-BALSAM LAKE DIVISION.

NOTICE TO CONTRACTORS.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Trent Canal," will be received at this Office until noon Friday, 24th August, 1900, for the construction of about thirteen miles of Canal between Kirkfield and Lake Simcoe, which will be divided into two Sections.

Plans, specifications of the work and forms of Contract can be seen at the office of the Chief Engineer of the Department of Railways and Canals, at Ottawa, or at the Superintending Engineer's Office, Peterborough, where forms of tender can be obtained on and after Tuesday, 24th July, 1900.

In the case of firms there must be attached the actual signatures of the full name, the nature of the occupation, and place of residence of each member of the same, and, further, an accepted bank cheque for the sum of \$15,000 must accompany the tender for each section; these accepted cheques must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the parties tendering decline entering into contract for work at the rates and terms stated in the offer submitted. The accepted cheques thus sent in will be returned to the respective parties whose tenders are not accepted.

The lowest or any tender not necessarily accepted

By order,

L. K. JONES,

Secretary.

Department of Railways and Canals, }
Ottawa, July 16th, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (31)

THE LATEST!

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FLOOR PAINT

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FLOOR PAINT

Description—The Khaki floor paint is the most fashionable and durable paint manufactured.

It is also useful for steps, stairs, verandahs and all surfaces subjected to HARD WEAR. The "Khaki" is a pronounced success, and a large number of repeat orders have been received by the sole makers, THE CANADA PAINT COMPANY. There are 24 1/4 gals. and 12 1/2 gals. respectively in a case—\$1.10 per gallon. Package in case lots, free. Sample cards will be mailed to any address at home or abroad upon application to the manufacturers of KHAKI.

THE CANADA PAINT CO.

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TORONTO AND MONTREAL.

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MONTREAL.



**WALL PAPER
MANUFACTURERS**

HEATING AND PLUMBING

THE MONTREAL BOARD OF HEALTH.

ITS DUTIES AND LIMITATIONS.

By Alderman H. B. Ames, B.A., Chairman of the Hygiene Committee.

THE following are extracts made from a paper read before the Montreal Medico-Chirurgical Society by Ald. H. B. Ames, B.A., chairman of the hygiene committee. It will no doubt prove of interest to the plumbing trade :

"Among the duties laid upon the local board of health by the city charter, by the Provincial regulation and by the municipal by-laws are the following :

"1. To enforce all sanitary measures regarding the cleanliness of the city. 2. To take precautionary steps to prevent the spreading of contagious and infectious diseases. 3. To collect and compile mortuary and birth statistics. 4. To seize and confiscate deleterious articles of food. 5. To supervise the drainage, plumbing and ventilation of new buildings. 6. To examine schools, factories, workshops and the like with reference to their sanitary condition, and to cause to be vacated such buildings as are unfit for human habitation. 7. To appoint such officers as may be necessary from time to time to put the provisions into effect.

"The amount voted by the council to be expended under the supervision of our committee for the services above described is somewhat under \$40,000 per annum. Usually, about 50 persons make up the executive staff. At the head of the department is the medical health officer, Dr. Ls. Laberge, who has been in charge for the past 15 years, and who now receives a salary of \$3,000 a year, plus an allowance of \$250 for horse keep. Immediately responsible to the medical health officer are the secretary, accountant and messenger of the department. All orders of the committee are transmitted by the secretary to the medical health officer, and are by him issued to his various subordinates.

THE CLEANLINESS OF THE CITY.

"It is the duty of the board of health to see to it that all sanitary measures relating to the cleanliness of the city are put in force. A considerable code of such regulations exists in the form of by-laws passed from time to time by the council. As previously explained, the board of health no longer undertakes to clean the streets and the lanes, but is (or should be at least) the watchful inspector to overlook such

work, now in the hands of another department, and to see that it be properly done. To this end there is a municipal force known as the sanitary police. It consists of a captain, one lieutenant and 19 inspectors. The officers and men wear a blue serge uniform with a forage cap and a metal badge, so as to be readily distinguished by the citizens. Each badge worn by an inspector has thereon a distinctive letter of the alphabet, so that, should any citizen desire to make complaint regarding a given sanitary official, identification presents no difficulty. For the purpose of visitation the city is divided into 12 districts. To each district is assigned one sanitary inspector. It is his duty to make a careful house-to-house inspection and to cover his entire district twice a year. As, however, these inspectors are frequently taken from their regular work for special duties, such as, at present time, the inspection of lanes, yards and privy pits, I must admit that the city is not covered as required.

"The majority of recorded complaints are upon such items as the following : Repairs needed on given premises to put the plumbing or drainage into proper order; unhealthy house, dilapidated, overcrowded, damp or dirty; privy full, in need of cleaning, or in bad repair; manure box unemptied; filth or water in the cellar; dirty yard, lane or vacant lot in need of cleaning, etc. The following morning the office staff examines the several books, collects and classifies the various complaints and the work of taking the necessary steps to abate each separate nuisance is assigned to officials regularly employed for this purpose. In every case the proprietor is notified that the nuisance must be abated forthwith and is given reasonable time to comply with the demand. At the expiry of the delay specified the premises are revisited. If the nuisance has not been abated, action is taken in the Recorder's Court against the delinquent. In the past I find that aldermanic influence has frequently come between the department and the proprietor for the protection of the latter. I have known of cases where notorious nuisances have been permitted to continue, because the owner of the premises had the powerful protection of an aldermanic friend. It is astonishing how many citizens, even electors of mine, consider that their alder-

man, as their representative at the city hall, is there mainly to protect them from being forced to comply with the existing by-laws. Another difficulty lies in the fact that the sanitary officials have been chosen, in many instances, without any reference to any special aptitude for the work, their selection having been purely the result of aldermanic cabal.

SUPERVISION OF PLUMBING AND VENTILATION.

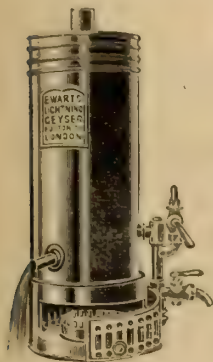
A further duty devolving upon the health department is the examination of drains, plumbing and ventilation in buildings erected from time to time throughout the city. Theoretically, each person intending to erect or repair a building is bound to submit his plans for the approval of the board of health, where they are supposed to be examined by the sanitary engineer, and report made accordingly. We have now before council a new draft of by-law intended to make still more severe the regulations concerning sanitary plumbing. Until within two months, with the exception of the sanitary engineer, Mr. Dore, not an employe of the health department had any knowledge, prior to his appointment, of plumbing. The two recent appointees, however, on this staff have been journeymen plumbers of experience. Two of the sanitary police visit and examine all new houses, and report regarding the same, and no new work is permitted to be covered over unless approved. When the work has been finished it is tested by means of smoke, oil of peppermint, water, etc.; if not satisfactory the defects must be remedied within a reasonable delay. Here again aldermanic interference is a great drawback. A proprietor fails to conform to the regulations, and is reported and threatened with suit. An alderman appears at the city hall and demands that the case be not pushed, and threatens to have the scalp of the health officer if he insists upon doing his duty. Many are the cases in the past which have thus been abandoned, and we are to-day reaping the results in outbreaks of disease in buildings constructed in defiance of sanitary regulations.

INSPECTION OF SCHOOLS, FACTORIES, ETC.

"The sanitary inspectors are charged with the duty of visiting and examining as to sanitary conditions, drainage and ventilation, etc., the various schools, factories, workshops, etc., throughout the city. If they are not in proper condition, the proprietor may be compelled to put same into

**MANUFACTURERS
OF
PLUMBERS'
and
STEAMFITTERS'
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The Jas. Morrison Brass Mfg. Co.
TORONTO Limited.



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INSTANTLY,
NIGHT OR DAY.**

Boiling Water
in a Minute.
Hot Bath When Wanted

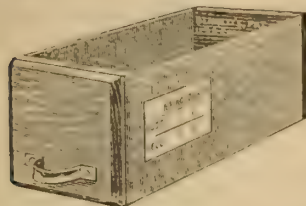
**EWART'S
"LIGHTNING"
GEYSER**

FOR GAS OR OIL.

346 EUSTON ROAD,
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Illustrated Price List Free.

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BENNETT'S SHELF BOX.

They display goods, attract customers, make sales, save room, keep stock in order, and help to serve customers quickly—all elements to success. Put them in now and get ready for the Fall trade. Prices and particulars from the patentee and maker,

J. S. BENNETT,

20 Sheridan Ave. TORONTO
N.B.—Boxes made to fit your present shelving

**BUSINESS
NEWS**

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

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Heavy Hardware and Metal Broker

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SPECIALTIES C Brand Horse Nail Co.
Horse Nail Co.

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WORCESTER, MASS., U. S. A.



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High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere.

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Manufacturers of . . .

Guaranteed
BEST and
CHEAPEST
in the
market.

HAIR FELT

Made in
1/2 INCH
3/4 "
1 "

For Water and Steam Pipe Covering.

We keep a Large Stock to make Prompt Shipments.

AS GOOD AS THE
BEST, AND BETTER
THAN MOST.

The Bailey



Cutlery Co.

BRANTFORD, CAN.

Send for Catalogue
and . . .
Price List.

**Special list of low-priced Japanned
and Regalvanized Wire Cloth.**

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

good repair. As a matter of fact, however, these duties have of late years been left to the inspectors appointed by the Provincial Government. It is largely out of the hands of the municipal authorities.

"Sometimes a sanitary inspector reports a building to be unfit for human habitation by reason of the fact that it is reeking with infection, is dilapidated or in a filthy condition. On order of the medical health officer the occupants are then required to vacate within eight days and the reoccupation of the premises forbidden until restored to proper condition. This power is not used as often as it should be. It is very difficult to make out a case in court against the proprietor, and aldermanic interference is often worked to the utmost. We recently condemned a block on Busby Lane, and, as it is in my own ward, we have been able to press the matter to a conclusion. The block is now being demolished.

MONTREAL PLUMBING CONTRACTS.

Lessard & Harris have the contracts for the plumbing and heating of two houses on Dubord street.

Lessard & Harris announce that they are going to do the plumbing and roofing of the new building being erected by the C.P.R. Telegraph Co.

Carroll Bros. have secured the contract of the plumbing and lighting of 14 houses on Park avenue, and the plumbing, heating and lighting of four houses on Chomedy street, for Mr. Collins.

H. R. Ives & Co., of Montreal, have the contract of furnishing the cast and wrought iron for the new building being erected by C.P.R. Telegraph Co. in that city. The Dominion Bridge Company will furnish the steel construction. H. R. Ives & Co. are also furnishing the cast and wrought iron for the new Grand Trunk Railway offices in Montreal.

A peculiar glass roof of an oval shape is being erected on an extension of the Molsons Bank, in Montreal. Only one firm in the city, H. R. Ives & Co., were not afraid to tender on it and consequently this firm has the contract. It is being built for the purpose of introducing light into the rear of the bank, where darkness hitherto prevailed both day and night. Mr. Geo. W. Reed has the sub-contract for the flashing and roofing.

TORONTO PLUMBING CONTRACTS.

W. Mashinter & Co. have the contracts for plumbing and heating in residences for Isaac Price, on Greenwood avenue; Wm. Harris, on Pape avenue, and G. Worthington, on Markham street.

PLUMBING AND HEATING NOTES.

Lecuyer & Boisvert, plumbers, Montreal, have registered partnership.

G. J. Morton & Co., plumbers, etc., Yarmouth, N.S., have assigned.

Martel & Langelier, plumbers, Three Rivers, Que., have registered partnership.

The Lawrence Hardware Company, Nelson, B. C., will do the steam-heating, plumbing, gasfitting, etc., in the Kirkpatrick-Wilson Clements block in that town.

BUILDING NOTES.

THE rebuilding of Sandon, B.C., is assured by John M. Harris, the principal town site owner. Another hotel will soon be commenced on the model of the burned Reco Hotel.

A new post office is to be erected in Sarnia, Ont.

Mr. Henry is building a dwelling at Monkton, Ont.

Several buildings are in course of erection in Norwood, Man.

T. Curry is about to build a residence in Beaverton, B.B.

A Methodist church is being built at Moorefield, Ont.

George Cummings will build a two-storey veneer store at London.

George Cummings will build a two-storey brick residence in London.

Capt. Cook is building a two-storey residence at Parry Sound, Ont.

A new Catholic church is to be erected at Point aux Trembles, Montreal.

H. W. Hohner is building a brick dwelling at Hickson, Ont.

A brick building will shortly be erected by Simon Dennar, in Winnipeg, Man.

Extensive improvements are to be made in St. John's church, Lansdowne, Ont.

A three-storey building for a store is being erected at Sydney, N.S., for Prowse Bros.

The Orangemen of Winnipeg are to erect a Scott memorial hall in that city.

A large residence is about to be erected by Pat Burns, at Calgary, N.W.T.

A large meeting house is being built for the Christian Alliance at Sydney, N.S.

The Banque du Peuple Building, Montreal, is to have extensive improvements.

Tenders are called for by James Chisholm, Winnipeg, for the erection of a frame residence there.

Woeller, Bolduc & Co., furniture manufacturers, Waterloo, Ont., are building a large addition to their factory.

Work has commenced on the new G.T.R. station at East Toronto. It is expected to be completed in about three months.

A tannery is to be erected in St. John, N.B. There will be four large buildings, one three storeys and the others two storeys.

Tenders are wanted for the erection of school buildings in Toronto on Bathurst street, Essex street and Withrow avenue, and for the enlargement of the Park school.

Building permits have been issued this week in Ottawa as follows: Mrs. A. Cook, brick veneered dwelling, Maple street, \$1,250; Alex. Lavigne, frame house, Poplar street, \$500; J. B. Giroux, brick veneered house, Queen street, \$1,200; Andrew Fogerty, four brick veneered tenements, Lloyd street, \$2,500; J. H. Primeau, two brick stores and dwellings, Duke street, \$1,500; Andrew Mulligan, frame house, Rochester street, \$800; John Deforme, frame dwelling, Poplar street.

Building permits have been issued this week in Toronto as follows: Wardens of St. Paul's Episcopal church, for an addition, to cost \$7,000; Bessie Page, for a detached brick dwelling on Crescent road, near Rose-

dale road, to cost \$3,500; Public School Board, for a school at the corner of Hamilton and St. Paul streets, to cost \$11,000; W. H. Essy, for a pair of semi-detached brick dwellings on Jameson avenue, east side, near King, to cost \$7,000; Eby, Blain, for a two-storey addition upon warehouses, Nos. 5 and 7 Scott street, to cost \$6,000; Public School Board, additions to schools on Perth avenue, \$9,500; on corner of Hallam street and Bartlett avenue, \$11,500, and on St. David street, \$11,000; addition and alterations to school on corner of Winchester and Ontario streets, \$11,000; Gwatkin & Hughes, brick front and alterations to dwellings 284 and 286 Robert street, \$1,200; J. B. Milligan, alterations to dwelling 71 and 73 John street, \$1,800.

HENRY ROGERS, SONS & CO.,

SHEFFIELD, ENGLAND

Manufacturers of the celebrated



HRS & CO

UNION JACK CUTLERY

We make a specialty of

PLATED WARE,
FRUIT KNIVES, ETC.

Our Canadian Representative carries a full line of samples.

Canadian Office:

6 St. Sacramento St., MONTREAL.

F. A. YORK, Manager.

Portland Cements

BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.

MONTREAL.

ISLAND CITY



The best way for a hardware dealer to insure the success of his business is to handle

The Island City Mixed Paints
Floor Paint dries hard in 8 hours
The Island City Varnishes
The Island City White Lead
The Island City Pure Colors in Oil and Japan.

Customers are sure when they buy our Island City Paints that they get the best value for their money.

P. D. DODS & CO., Proprietors, 188-190 McGill Street
TORONTO, HALIFAX, WINNIPEG. MONTREAL.

ALUMINUM SAFETY CHAIN



We are now making ALUMINUM "PLUMBERS" and "REGULAR" SAFETY CHAIN. The price is low, and for many purposes it is better than the ordinary chain. We, of course, continue to manufacture the brass chain, making all the standard sizes and styles together with a complete assortment of accessories such as Shooks, Split Links, etc. Special Plumbers' chain price list on application.

ONEIDA COMMUNITY, Limited, Niagara Falls, Canada

THE FAIRBANKS CO.

NORTON EMERY WHEELS

properly selected for your work will give better results than any wheel you have used. We carry at all times a large assortment of wheels, and have many customers on our list for whom we carry special wheels.

We should like to do it for you.

NORTON BENCH

AND

FLOOR GRINDERS.

THE FAIRBANKS CO.

749 CRAIG STREET,

- -



MONTREAL, QUE.

PLOWMAKING NOW AND THEN.

WITH all the familiarity with the economies of production which the investigator has given us, there come special cases that are still striking. We have learned that the cost of the labor that goes to the making of a pair of ladies' gaiters under the most improved processes of modern industry is but 37c.; and we have been assured that the manufacturer of lumber in our country pays for the labor that goes to make each 1,000 feet but 93c. And we have learned what is the most significant thing of all, that, in spite of this surprisingly low labor cost, the earning capacity of the men and women who do the work is greater than it ever was, and greater than is that of any other similar class in any country in the world. Recently Mr. Carroll D. Wright, Commissioner of Labor, has been investigating the relative conditions of making plows now and 50 years ago, and the results are quite as surprising as are those he and other investigators have ascertained in other fields of production. He finds that 52 men are now employed in the making of a single plow, against two half a century ago. The different operations now are 97 in number, as against 11 then. Taking 10 plows as the unit of computation, he finds that the two workmen of that day took 1,180 hours to make them, while the 52 men of to-day take but 37½ hours. Here again we find that low labor cost goes along with higher wage, for, while the labor cost of 10 plows was \$54.46 in 1850 and is but \$7 now, the wages paid have risen from 60c. a day to a range of from \$1.25 to \$2.60. It furnishes another demonstration of the truth of Schoenhof's economic paradox that "high-priced labor gives a low-priced product," although the comparison with other countries is lacking to complete it and show the converse that "low-priced labor gives a high-priced product." — Export Implement Age.

ABOUT HARDWARE MERCHANTS.

Chas. Richardson, hardware merchant, Harrow, Ont., is well satisfied with his town, his business having largely increased.

S. S. McKay, of Kingsville, having retired from the private banking business is now devoting all his time to his large hardware business.

J. Rumball, hardware merchant, Harrow, Ont., has been doing a fine hardware trade during the past year. He would not do without HARDWARE AND METAL, he says.

W. D. Samson, hardware merchant, Blenheim, has during the past year found it necessary to have more room and enlarged his premises to nearly double former size,

and though the season has generally been backward yet the volume of his business has increased.

Barr & Teskey, hardware merchants, Merlin, having found their business increase so much as to require larger premises have

now the contractors at work on their new brick block on Main street. Their new store when finished will be one of the finest in that part of the country. Being but practical men they have made their business a success.

"Velox Smokeless Shotgun Powder"

The cleanest, quickest and best of all. Hard grain, quick ignition, rapid combustion, slight residuum, no corroding of gun barrel or locks, high velocity, even pattern, great penetration, minimum pressure and recoil.

Excellent keeping qualities, not affected by climatic influences.

Safe, reliable, accurate, and pleasant to shoot.

Absolutely Smokeless. 16-oz. to the pound.

FOR PRICES AND PARTICULARS WRITE TO

HARRY C. MARLATT, General Sales Agent, SIMCOE, ONT.



Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

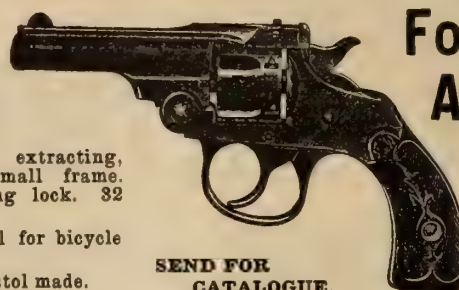
HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

PERFECTION
AUTOMATIC
REVOLVER.

NEW Automatic shell extracting, double action, small frame. Weighs 12 oz. Rebounding lock. 32 caliber. 5 shot. Made with shorter barrel for bicycle use.

The most perfect small pistol made.



Forehand Arms Co.

Manufacturers of the

Forehand Guns

Worcester, Mass.

SEND FOR CATALOGUE.

1000-Mile Axle Grease

IS THE BEST

Put up in 1-lb. boxes and
3, 5 and 10-lb. pails.

SEND FOR PRICE LIST.

The Campbell Mfg. Co.

FORT ERIE, ONTARIO.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyl & Fairbank**

Petrolia, Ont.
Headquarters for . . .

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers.
Montreal
Price List on application

COOPER PATENT ELBOWS

Bright and Common.



E. T. WRIGHT & CO.

Sole Manufacturers
HAMILTON, ONT.



"JARDINE"
TIRE UPSETTERS
WILL UPSET TIRES

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

Valves and Plungers.

Only the very best leather and rubber are used
in these goods, and all are carefully and evenly
fitted, making them the best of their kind.



Berger Bros.
Co.

PHILADELPHIA, U.S.A.

MANUFACTURERS

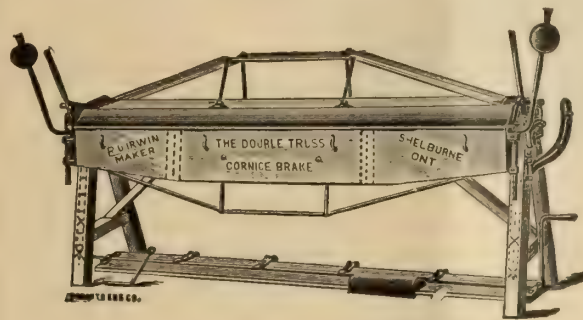
Babbitt Metals . . .
Tinnings and Plumbers' Solder
Ingot Brass, etc.

IMPORTERS AND DEALERS

Pig Tin, Pig Lead
Ingot Copper . . .
Antimony, etc.

SYRACUSE SMELTING WORKS.

Factories: MONTREAL,
and SYRACUSE, N.Y.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra
if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELBURNE, ONT.

STEVENS IDEAL, NO. 44

This is as reliable and
accurate a rifle as can be
constructed. Placed at a
moderate price to meet the
demand for such a rifle. It
is recommended without
qualification and fully guar-

anteed. Made in the following styles:

.22 Long-Rifle R. F., .25 Stevens R. F., and .32 Long R. F. Standard length of barrel for rim-fire
cartridges, 24 inches. Weight 7½ pounds.

.25-20 Stevens C. F., .32-40 C. F., .38-55 C. F., and .44-40 (.44 W. C. F) Standard length of barrel
for center-fire cartridges, 26 inches. Weight, 7¾ pounds.

Half-octagon barrel, oiled walnut stock and fore-arm, rifle butt, case-hardened receiver, sporting rear
and Rocky Mountain front sight.

Price, with standard length of barrel, \$13.00.

Can be obtained of any of the leading jobbers in Canada at liberal discount from this price.

Send for complete catalogue of our full line of Rifles, Pistols and Machinists' Tools.

J. Stevens Arms & Tool Co., P. O. Box 217, Chicopee Falls, Mass., U.S.A.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT
TWINE MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

AN IDEAL TRIP FOR TOURISTS.

FOR years I have urged Canadians to spend their holidays in the Maritime Provinces, instead of at summer resorts on the United States Atlantic Coast. I must confess that until last summer I was influenced more by what we term patriotism than by knowledge gained by practical experience. What I knew about the Maritime Provinces was acquired altogether from reading books, magazines and newspapers,



St. John, N. B., Harbor.

and from conversation with those who had visited the Provinces down by the sea. Now I am in the fortunate position to know whereof I speak.

Reading is not seeing; and I found that the half had never been told.

I cannot speak from personal observation of Prince Edward Island. Time would not permit me to visit that delightful island. But, New Brunswick and Nova Scotia, I could scarcely use terms too extravagant in regard to them. They are the paradise for tourists.

It was a hot, sultry day in August when I boarded a Canadian Pacific train in Toronto. There had been no rain for some weeks, and, until we reached the island of Montreal, the country along which we sped in well-appointed cars looked unpleasantly thirsty and dry, and one caught the complaint, if complaint it can be called. But across the Ottawa and we were amid entirely new conditions. The fields were a luxuriant green, and the vegetation everywhere was bright and refreshing.

When I awoke in the morning our train was in the State of Maine, traveling along the famous Short Line of the Canadian Pacific Railway to St. John, New Brunswick's capital city.

That portion of the State which the Short Line traverses will never be noted for its

agricultural qualities. But agricultural qualities are not usually what the average tourist desires. What he wants is scenery, and the more and striking it is the better he likes it. This he gets as he speeds along the Short Line. But it is when he is well into the Province of New Brunswick that the prospect pleases most.

For, mile after mile, there is one endless profusion of mountain and river scenery.

One would almost think the road had been constructed with the special object of affording the tourist the maximum advantage of the glorious and varied colors that mountain, valley and river provide. I held a magazine between my fingers, but read I could not. The articles therein were interesting and to my taste, but the Book of Nature, with such pictures as I never saw before, was more so.

By and-by we reached the high bridge that spans the St. John river close to the famous reversible falls,

as Mark Twain so aptly terms them. Some people may pooh-pooh the idea of reversible falls, but, if anything was ever reversible, these falls are. When I entered St. John they were falling toward the sea. A week later, when I returned, they were falling in the opposite direction; in other words, they were falling up the river.

But, while the falls were unique, wonderful, the River St. John itself is grand, is entrancing. From the deck of one of the big steamers that ply on the river one is held spellbound. At any rate, I was. The river is broad and majestic, with towering hills on either side which throw their shadows far into the river.

I have seen the Hudson river, and only recently, too, but give me the St. John river in preference. The Hudson is grand and imposing. So is the St. John, but it is more. There is a wealth of color such as I never saw on the banks of any river before, while the glamour which hangs over hill top and in distant mountain recesses gives a decided mystery, an enchantment to the scene.

And the mystery grows upon one as the steamer ascends the river past the Kenna-beccasis, until one begins to wonder if he is in the land of the living, in Dreamland, or on his way to Fairyland. Bye and-bye the dinner bell wakes one from his reverie, but, in the meantime, a picture has been photographed on the memory that time, I think, can never efface.

Once in St. John, no tourist should return home without first crossing the Bay of Fundy. The steamer leaves the wharf about 7 a.m., and less than three hours later she is carrying you through Digby Gut with its towering sugar-loaf hills on either side, into the famous Annapolis Basin. And the stiff breezes that strengthened your lungs and sharpened your appetite while crossing the Bay of Fundy give place to a balmy air redolent with seaweed and other not unpleasant odors, which remind you that you are nearing a fishing village.

Digby town, at the eastern extremity of the Annapolis Basin, is reached in a few minutes. And when you get to Digby be sure and entrain for a trip through the Annapolis Valley, the land of Evangeline, with its curious dykes, its pretty and quaint towns and villages, its glorious bits of distances, its hills and valleys, and—its famous historical recollections.

When you have reached Halifax and visited the many points of interest there, take the Intercolonial train and come back through Nova Scotia the opposite side from which you went down, again past dykes, again through glorious scenery of mountain and valley, and, just as evening sets in, you will find yourself back in St. John, with a Canadian Pacific Railway train, with com-



Bearstone Mountain, Maine.

fortable Pullman and well appointed dining car attached, waiting to take you past the reversible falls and back to home and friends, fully persuaded in your mind that a better holiday trip you could have scarcely had on this or any other continent.

"MIDLAND" BRAND Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

James Warnock & Co., - Galt, Ont.

CURRENT MARKET QUOTATIONS

July 21, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.	
Lamb and Flag—	
56 and 28 lb. ingots, per lb.	0 37 0 38
traits	0 37 0 38

Tinplates.	
Charcoal Plates—Bright	
M.L.S., equal to Bradley.	Per box
I.C., usual sizes	\$7 00
I.X., "	8 50
I.X.X., "	10 00
Famous—	
I.O.	7 50
I.X.	8 50
I.X.X.	9 50
Haven & Vulture Grades—	
I.C., usual sizes	5 25
I.X.	6 25
I.X.X.	7 25
I.X.X.X.	8 25
D.C., 12x17	4 75
D.X.	5 50
D.X.X.	7 50

Coke Plates—Bright	
Bessemer Steel—	
I.C., usual sizes	4 60
I.C., special sizes, base.	4 85
20x28	9 50

Charcoal Plates—Terne	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	9 50
I.X., Terne Tin	11 50

Charcoal Tin Boiler Plates.	
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	0 07 0 07½
" 14x60	
" 14x65	

Tinned Sheets.	
72x30 up to 24 gauge.	0 08 0 08½
" 26	0 08½ 0 09
" 28	0 09 0 09½

Iron and Steel.	
Common Bar, per 100 lbs	Base Price
Refined	2 25
Horse Shoe Iron	2 50
Hoop steel, 1½ to 3 in. base,	
extras for smaller sizes	3 25
Sleigh Shoe Steel	2 35
Tire Steel	2 65
Machinery	2 81
Cast Steel, per lb	0 00 0 00
Toe Calk Steel	2 81
Tank Plates, 1-5 and thicker.	3 00 3 25
Boiler Rivets	4 50 5 00

Boiler Tubes.	
1½-inch	0 13 0 14
2 "	0 15 0 16
2½ "	0 16 0 17
3 "	0 19 0 20

Steel Boiler Plate.	
½ inch	3 25
3-16 inch	3 40
¾ inch and thicker	3 25

Black Sheets.	
18 zinc	3 20
20 "	3 20
22 to 24 "	3 30
26 "	3 40
28 "	3 60

Canada Plates.

All dull, 52 sheets	3 50
Half polished	3 60
All bright	4 00

Iron Pipe.

Discounts are as follows—Black pipe, 1 to 2 in., 4 per cent. ½ in., 60 per cent. ¾ to 2 in., 66 per cent. Larger sizes, 5 and 6 per cent. Galvanized pipe, ½ in., 40 per cent. ¾ to 2 in., 50 per cent.	
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Galvanized Sheets.

G.C. Comet.	
Queen's Head	
16 gauge	4 40 4 25
18 to 24 gauge	4 50 4 40
26	4 75 4 45
28	5 00 4 70
Less than case lots, 15c. per 100 lb. additional	
28 gauge American equals 26 gauge English.	

Chain.

Proof Coil, 3-16 in., per 100 lb	
" ¾	8 50
" 5-16 "	6 00
" ¾ "	5 45
" 7-16 "	5 15
" ½ "	5 00
" ¾ "	4 81
" ¾ "	4 15

Halter, kennel and post chains, 40 and 50 p.c.	
Cow ties	40 p.c.
Small fixtures	35 p.c.
Trace chain, iron, single and double, discount 31 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

Copper.

Copper.	
Ingot	
English B.S., ton lots	0 19½ 0 20½
Lake Superior	
Bolt or Bar.	
Cut lengths, round, ½ to ¾ in.	0 23½ 0 25
round and square	
1 to 2 inches	0 23½ 0 25

Sheet.	
Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23 0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 23 0 23½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.	
Tinned copper sheets	0 26
Planished	0 32

Braziers (In sheets.)	
4x6 ft. 25 to 30 lbs. ea., per lb.	0 25½
" 35 to 45 "	0 24½
" 50-lb. and above, "	0 23½
Boiler and T. K. Pitts.	
Pain Tinned, per lb	0 28
Spun, per lb.	0 32

Brass.	
Roll and Sheet, 14 to 30 gauge, 10 percent.	
Sheets, hard-rolled, 2x4	0 24 0 25
Tubing, base, per lb.	0 24 0 25

Zinc Spelter	
Foreign, per lb	0 07 0 07½
Domestic	

Zinc Sheet.	
5 cwt. casks	0 07½
Part casks	0 07½

Lead.	
Imported Pig, per lb	0 05 0 05½
Bar, 1 lb.	0 06½
heats, 2½ lbs. sq. ft., by roll.	0 05½
Sheets, 3 to 6 lbs.	0 05½
NOTE.—Cut sheets ½ cent per lb. extra	
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.	
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.	

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; Luck, seal and bal, \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.	
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Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.	
------------------------------------------------------------------------------	--

Solder.	
Per lb. Per lb	
Bar half-and-half	0 21½ 0 2½
Refined	0 21 0 21½
Wiping	0 20½ 0 21
NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.	

Antimony.

Cookson's, per lb	0 11 0 11½
White Lead.	
Per cwt	
Pure, Assoc. guarantee, ground in oil	
25 lb. irons	6 87½
No. 1 do	6 50
No. 2 do	6 12½
No. 3 do	5 75
No. 4 do	5 37½
Munro's Select Plate White	7 12½
Elephant and Decorators' Pure	6 87½

Red Lead.	
Genuine, 560 lb. casks, per cwt.	\$5 50
Genuine, 100 lb. kegs, per cwt.	5 75
No. 1, 560 lb. casks, per cwt.	5 25
No. 1, 100 lb. kegs, per cwt.	5 00

White Zinc Paint.	
Elephant Snow White	0 08 0 09
Pure White Zinc	0 08 0 09
No. 1, casks	0 06 0 07½
No. 2	0 05 0 06½

Dry White Lead.	
Pure, casks	5 75
Pure, kegs	6 25
No. 1, casks	5 40
No. 1, kegs	6 00

Prepared Paints	
In ¼, ½ and 1 gallon tins.	
Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 75 0 85
The Sherwin-Williams Paints	1 35
Canada Paint Co's Pure	1 20
Sanderson Pearey's Pure	1 20
Stewart & Wood's Champion Pure	1 10

Colors In Oil.	
25 lb. tins, Standard Quality.	
Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French	0 05
Marine Black	0 09
Green	0 09
Chrome	0 08
French Imperial Green	0 19

Colors, Dry.	
Yellow Ochre (J.C.) bbls	1 35 1 40
Yellow Ochre (J.F.L.S.) bbls	2 75
Yellow Ochre (Royal)	1 10 1 15
Brassela Ochre	2 00
Venetian Red (best), per cwt.	1 80 1 90
English Oxides, per cwt.	3 00 3 25
American Oxides, per cwt.	1 75 2 00
Canadian Oxides, per cwt.	1 75 2 00
Super Magnetic Oxides, 93 p.c.	2 00 2 25
Burnt Sienna, pure, per lb.	0 10 0 10
do Raw	0 09 0 09
Drop Black, pure	0 09 0 09
Chrome Yellows, pure	0 18 0 18
Chrome Greens, pure, per lb.	0 12 0 12
Golden Ochre	0 03½
Ultramarine Blue in 28-lb boxes, per lb.	0 08 0 24
Fire Proof Mineral, per 100 lb	1 00 0 24
Genuine Eng. Litharge, per lb	0 07 0 07

Mortar Color, per 100 lb.	1 25
English Vermillion	0 80
Pure Indian Red, No. 45, lb.	0 30
Whiting, per 100 lb.	0 55

Blue Stone.	
Casks, for spraying, per lb.	0 07
100-lb. lots, do, per lb.	0 08

Putty.	
Bladders in bbls.	2 10
Bladders in 100 or 200 lb. kegs or bxs	2 25
Bulk in bbls., per 100	1 35
Bulk in less quantities	2 10
25-lb. tins, 4 in case	2 35
12½-lb. tins, 8 in case	2 40

Varnishes.	
(In 5-gal. lots.)	
Pergal.	
Carriage, No. 1	2 90 3 20
body	8 00 9 00
rubbing	4 00 5 00
Gold Size, Japan	3 00 3 40
Brown Japan	2 40 2 80
Elastic Oak	2 90 3 30
Furniture, extra	2 40 2 80
No. 1	1 60 2 00
Hard Oil Finish	2 70 3 10
Light Oil Finish	3 20 3 60
Denar	3 30 3 70
Shellac, white	4 40 4 80
" orange	4 00 4 40
Furniture Brown Japan	1 40 2 00
Black Japan	2 40 2 80
No. 1	1 60 2 00

Discount—general trade discount, 50 per cent and four months' time; special cash discount of 3 per cent in thirty days, or 3½ per cent. spot cash.



The Imperial Varnish & Color Co's. Limited
Elastilite Varnish,
1 gal. can, each.
\$2 00.

Granatine Floor Finish, per gal.
\$2.00.

Maple Leaf Coach Enamels:
Size 1, 60c.;
Size 2, 35c.; Size 3, 20c. each.

Linseed Oil.

Raw Boiled	
1 to 4 bbls delivered	\$0 85 \$0 90
5 to 9 bbls	85 90
Montreal, Toronto, Hamilton, Quebec, London, Ottawa, Kingston and Guelph.	
2c. less.	

Turpentine.

Single barrel, freight allowed	0 71
2 to 4 barrels	0 70
Toronto, Hamilton, London, Guelph, 2c. less.	

Castor Oil.

East India, in cases, per lb.	0 10 0 10½
small lots	0 10½ 0 11

Cod Oil, Etc	
Cod Oil, per gal.	0 50 0 55
Pure Olive	
Neatsfoot	
Glue.	
Common	0 08 0 09
French Medal	0 18 0 19
Cabinet, sheet	0 12 0 13
White, extra	0 15 0 16
Gelatine	0 20 0 20
Strip	0 18 0 20
Coopers	0 19 0 20
Huttner	0 18

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., I to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

HARDWARE.**Ammunition.**

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
net list. B. B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.
Brass shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 1/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/2-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge,
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge Per M 0 60
9 and 10 gauges 0 70
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Per lb. 10 0 12 1/2
Anvil and Vise combined 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.
Axes.
Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes 5 50 6 00
Boys' Axes 5 75 6 75
Splitting Axes 6 50 12 00
Handled Axes 7 00 10 00
Axle Grease.
Ordinary, per gross 5 75 6 00
Best quality, 13 00 15 00

Bath Tubs.

Zinc 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim, 1st quality, 30 00
" " 2nd 22 00

Anti-Friction Metal.

Tandem " A. per lb. 0 27
" B. " 0 21
" C. " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25

Bells.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 68 1/2 per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 27 1/2 per cent.

Farm.
American, each, 1 25 3 00
House, 0 35 0 40
Bellows.
Hand, per doz. 3 35 4 75
Moulders, per doz. 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.
Car.
Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Blind and Bed Staples.
All sizes, per lb. 0 07 1/2 0 12

Bolts and Nuts. Per cent.
Norway Bolts, full square, 65
Common Carriage Bolts, all sizes 50
full square, 65
Machine Bolts, all sizes, 52 1/2
Coach Screws, 65
Sleigh Shoe Bolts, 70
Blank Bolts, 52 1/2
Bolt Ends, 62 1/2
Nuts, square, 3 p. c. off
Nuts, hexagon, 4 c. off
Tapping Nuts, 60
Tire Bolts, 60
Stove Bolts, 60 and 10
Stove rods, per lb., 5 1/2 to 6 c.
Plough Bolts, 50

Boot Calks.
Small and medium, ball, per M. 4 25
Small heel, per M. 4 50

Bright Wire Goods.
Discount 55 per cent.

Broilers.
Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City 7 50 0 00

Butchers' Cleavers.
German, per doz. 6 00 11 00
American, per doz. 12 00 20 00

Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 45 00

Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.
Butts.

Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis. 60 per cent.
Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers.
American, per doz. 1 00 1 50
Bullard's, per doz. 6 50

Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross, 50 9 50

Cement.
Canadian Portland 2 80 3 00
English 2 75 3 00
Belgian 2 75 3 00
Canadian hydraulic, 1 00 1 10

Chalk.
Carpenters, Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 85
Red 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.

Churns.
Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 18
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Closets.
Plain Ontario Syphon Jet \$8 00
Emb. Ontario Syphon Jet 8 50
Fittings 1 00
Plain Teutonic Syphon Washout 4 75
Emb. Teutonic Syphon Washout 5 25
Fittings 1 00
Plain Richelieu 4 75
Emb. Richelieu 5 00
Fittings 1 25
Closet connection 1 25
Basins, round, 14 in. 0 65
" oval, 17 x 14 in. 1 55
" 19 x 15 in. 2 30

Compasses, Dividers, Etc.
American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.
Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair, 17 1/2
" 5, 22 1/2
" 6, 15
Boynton pattern 20

Door Springs.
Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz. 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.
Hand and Breast.
Millar's Falls, per doz. net list.

DRILL BITS.
Morse, dis., 37 1/2 to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.)
No. 1, per doz. 1 80
No. 2, per doz. 1 60

ESCUTCHEONS.
Bright, 20c. per doz. extra.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60,
10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.
Hay, manure, etc., dis., 50 and 10 per cent
revised list.

FRUIT PRESSES.
Henis', per doz. 3 25 3 50
Shepard's Queen City, dis. 15 per cent.

GLASS—Window—Box Price.

Size	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
Under 26.	2 10	4 00	6 00	6 00
26 to 40.	2 30	4 35	6 65	6 65
41 to 50.	4 75	7 25	7 25	7 25
51 to 60.	5 00	8 50	8 50	8 50
61 to 70.	5 35	9 25	9 25	9 25
71 to 80.	5 75	10 50	10 50	10 50
81 to 85.	6 50	11 75	11 75	11 75
86 to 90.	7 25	14 00	14 00	14 00
91 to 95.	.....	15 50	15 50	15 50
96 to 100.	.....	18 00	18 00	18 00
101 to 105.	.....	21 00	21 00	21 00
106 to 110.	.....	24 00	24 00	24 00
111 to 115.	.....	28 00	28 00	28 00

GAUGES.
Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.
Rope, 3/8 per gross, 9 00
" 1/2 to 3/4 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.
Magnetic, per doz., 1 10 1 20

Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pen.
English and Can., per lb., 0 22 0 25

HANDLES.
Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.

Saw.
American, per doz., 1 00 1 25

Plane.
American, per gross, 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Cut Saws.
Canadian, per pair, 0 13 1/2

HANGERS. doz. pairs
Steel barn door 5 85 6 00
Stearns, 4 inch 5 00
" 5 inch 6 50

Lane's covered—
No. 11, 5-ft. run 8 40
No. 11 1/2, 10-ft. run 10 80
No. 12, 10-ft. run 12 60
No. 14, 15-ft. run 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.
Discount, 50 and 10 per cent.

HATCHETS.
Canadian, dis. 40 to 42 1/2 per cent.

HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent
Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., 0 06 1/2
" 6-in., 0 06
" 8-in., 0 08
" 10-in., 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 3 50
Per gro. pair
Spring, 12 00

HOES.
Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE
Discount, 45 and 5 per cent

HOOBS.
Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 83
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.
"C" brand 50 p. c. dis. } Oval head.
"M" brand 50 p. c. }

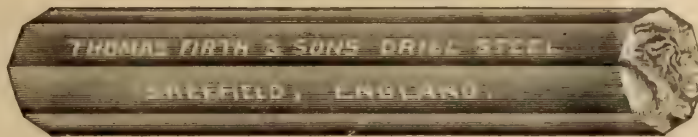
Acadian, countersunk head and oval
top, 50 and 10 per cent.

THOS. FIRTH & SONS, Limited, SHEFFIELD

Tool Steel and Rock Drill Steel

The Standard for past 50 years
in Canada and United States.

ALWAYS CARRIED IN STOCK.



H. W. DeCOURTENAY & Co.

Sole Agents for Canada.

476 St. Paul St., MONTREAL.

Always Specify this BRAND When Ordering.

HORSESHOES.

Iron Shoes.	No. 2 larger.	No. 1 smaller.
Light, medium, and heavy.	3 65	3 90
Snow shoes.	3 90	4 15

Light.	3 85	4 10
Featherweight (all sizes).	5 10	5 10
F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.		
Toe weight steel shoes.	6 70	

JAPANESE WARE.
Discount, 45 and 5 per cent. off list, June 1899.

ICE PICKS.

Star per doz.	3 00	3 25
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KETTLES.

Brass spun, 7½ p.c. dis. off new list.		
Copper, per lb.	0 30	
American, 60 and 10 to 65 and 5 p.c.		

KEYS.

Lock, Can., dis. 27½ p.c.		
Cabinet, trunk, and padlock,		
Am. per gross.	60	

KNOBS.

Door, japanned and N.P., per		
doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L.		
screw, per gross.	1 30	4 00
White door knobs—per doz.	1 25	

HAY KNIVES.

Discount, 50 and 10 per cent.		
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LAMP WICKS.

Discount, 60 per cent.		
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LANTERNS.

Cold Blast, per doz.	7 50	
No. 3 "Wrights"	8 50	
Ordinary, with O burner.	4 25	
Dashboard, cold blast.	9 50	
No. 0.	6 00	
Japanning, 50c. per doz. extra.		

LEMON SQUEEZERS.

Porcelain lined.	2 20	5 60
Galvanized.	1 87	3 85
King, wood.	2 75	2 90
King, glass.	4 00	4 50
All glass.	1 20	1 30

LINES.

Fish, per gross.	1 05	2 50
Chalk.	1 90	7 40

LOCKS.

Canadian, dis. 33½ p.c.		
Russell & Erwin, per doz.	3 05	3 25
Cabinet.		

Eagle, dis. 30 p.c.

English and Am., per doz.	50	6 00
Scandinavian.	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.		
Flat head, discount 25 p.c.		
Round Head, discount 20 p.c.		

MALLETS.

Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each.	60	2 00

MATTOCKS.

Canadian, per doz.	8 50	1 00
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MEAT CUTTERS.

American, dis. 25 to 30 p.c.		
German, 15 per cent.		

MILK CAN TRIMMINGS

Discount, 25 per cent.

NAILS.

Quotations are:	Cut.	Wire.
2d. and 3d.	\$3 60	\$4 10
3d.	3 25	3 77
4 and 5d.	3 00	3 60
6 and 7d.	2 90	3 45
8 and 9d.	2 75	3 25
10 and 12d.	2 70	3 20
16 and 20d.	2 65	3 15
30, 40, 50 and 60d. (base).	2 60	3 10

Steel Cut Nails 10c. extra.

Miscellaneous wire nails, dis. 70 per cent.

Coopers' nails, dis. 30 per cent.

Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American.	1 85	3 50
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NAIL SETS

Square, round, and octagon,		
per gross.	3 38	4 00
Diamond.	12 00	15 00

NETTING.

Poultry, 40 and 5 per cent. for McMullen's.		
OAKUM.	Per 100 lb.	
Navy.	6 00	
U. S. Navy.	7 25	

OIL.

Canada refined (Toronto)	0 13½	
Sarnia Water White.	0 15	
Pratt's Astral.	0 18	
Sarnia, Prime White.	0 14	
American w. w.	0 16½	

OILERS.

McClary's Model galvan. oil		
can, with pump, 5 gal.,		
per doz.	0 00	10 00

Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass.	1 50	3 50
Malleable, dis. 25 per cent.		

GALVANIZED PAIRS.

Dufferin pattern pails, dis. 50 to 50 and 10 p.c.		
Flaring pails, discount 45 per cent.		
Galvanized wash tubs, discount 45 per cent.		

PIECED WARE.

Discount 40 per cent. off list, June, 1899.		
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PICKS.

Per doz.	6 00	9 00
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PICTURE NAILS.

Porcelain head, per gross.	1 50	3 00
Brass head.	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent.		
American dis. 55.		
Wood, fancy Canadian or American, 37½		
to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.		
Miscellaneous, dis. 25 to 27½ per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.

English, per doz.	2 00	5 00
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PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½		
40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.		
Fuller's work, discount 65 per cent.		
Rough stops and stop and waste cocks, dis-		
count, 60 per cent.		
Jenkins' disk globe and angle valves, dis-		
count, 55 per cent.		
Standard valves, discount, 60 per cent.		
Jenkins' radiator valves, discount 55 per cent.		
" standard, dis., 60 p.c.		

QUICK OPENING VALVES.

No. 1 compression bath cock.	2 00	
No. 4.	2 00	
No. 7, Fuller's.	2 50	
No. 4½.	3 00	

PRESSED SPIKES.

Discount, 25 per cent.		
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PULLEYS.

Hothouse, per doz.	0 55	1 00
Axle.	0 22	0 33
Screw.	0 27	1 00
Awning.	0 35	2 50

PUMPS.

Canadian cistern.	1 80	3 60
Canadian pitcher spout.	1 40	4 10

PUNCHES.

Saddlers', per doz.	1 00	1 85
Conductors.	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

RANGE BOILERS.

Galvanized, 30 gallons.	7 25	
" 35 "	8 15	
" 40 "	9 25	
Copper, 30 "	22 00	
" 35 "	26 00	
" 40 "	30 00	

DISCOUNT OFF COPPER BOILERS 10 PER CENT.

RAKES.

Cast steel and malleable Canadian list dis.		
50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heller's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.

Gro. Butler & Co.'s.	8 00	18 00
Boker's.	7 50	11 00
Wade & Butcher's.	3 60	10 00
Theile & Quack's.	7 00	12 00
Elliot's.	4 00	18 00

REAPING HOOKS.

Discount, 50 and 10 per cent.		
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REGISTERS.

Discount.	40 per cent	
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RIVETS AND BURNS.

Carriage, Section, Wagon Box Rivets, etc.,		
50 p.c.		
Black M. Rivets, 50 p.c.		
Black and Tinned Rivets, 50 p.c.		
Extras on Iron Rivets in 1-lb. cartons, ½ c		
per lb.		
Extras on Iron Rivets in ½-lb. cartons, 1 c.		
per lb.		
Copper Rivets & Burns, 35 p.c. dis., and		
cartons, 1 c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets in		
½-lb. cartons, 1 c. per lb.		
Burns, iron or steel, 45 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.

Canadian, dis. 35	37½ per cent.	
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ROPE, ETC.

	Sisal.	Manila.
7-16 in. and larger, per lb.	9½	13½
¾ in. and 5-16 in.	10½	14½
1½ and 2 in.	12	15½
Cotton base, ½ inch and		
larger.	14½	15
Russia Deep Sea.	15½	
Java Yarn.	8	
Lath.	9½	
New Zealand Rope.	10½	

RULES.

Boxwood, dis. 75 and 10 p.c.		
Ivory, dis. 37½ to 40 p.c.		

SAD IRONS.

Mrs. Potts, No. 35 polished.	per set	
No. 50, nickel plated.	75	
Usual rebate on 12 and 50 size lots.	80	

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.		
B & A. sand, 40 and 2½ per cent.		
Emery, 40 per cent.		

SAP SPOUTS.

Bronzed iron with hoppers, per doz.	5 50	
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SAWS.

Hand, Disston's, dis. 12½ p.c.		
S. & D., 40 per cent.		
Crosscut, Disston's, per ft.	0 65	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
frame only.	0 75	

SASH WEIGHTS.

Sectional, per 100 lbs.	3 25	
Solid.	1 50	

SASH CORD.

Per lb.	0 23	0 30
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SAW SETS.

"Lincoln," per doz.	6 50	
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SCALES.

Gurney Scales, 45 p.c.		
B. S. & M. Scales, 45 p.c.		
Champion, 85 per cent.		
Fairbanks Standard, 35 p.c.		
" Dominion, 55 p.c.		
Richelieu, 55 p.c.		
Chatillon Spring Balances, 10 p.c.		

SCREW DRIVERS.

Sargent's, per doz.	0 65	1 00
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SCREWS.

Wood, F. H., iron, and steel, 80 p.c.		
Wood R. H., dis. 75 p.c.		
" F. H., brass, dis. 75 p.c.		
Wood, R. H., dis. 67½ p.c.		
" F. H., bronze, dis. 67½ p.c.		
" R. H., 62½ p.c.		

DRIVE SCREWS, 80 PER CENT.

Bench, wood, per doz.	3 25	4 00
" iron.	4 25	5 75

SCYTHES.

Discount, per doz. net.	9 00	15 00
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SCYTHE SNATHS.

Canadian, dis. 45 p.c.		
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SHEARS.

Bailey Cutlery Co., full nickled, dis. 60 p.c.		
Seymour's, dis. 50 and 10 p.c.		
Heinisch, dis. 50 and 10 p.c.		
Seymour or Heinisch tailor shears, 15 p.c.		

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MANUFACTURERS
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OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

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Montreal.

—Canadian Representatives—

A. C. LESLIE & CO.,
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For Provinces of Ontario and Quebec.

For other Provinces.

Trunk nails, black65 and 5
Trunk nails, tinned	.....65 and 10
Clout nails, blued and tinned	.....65 and 5
Chair nails	.....35
Cigar box nails	.....35
Patent brads	.....40
Fine finishing	.....40
Picture frame points	.....10
Lining tacks, in papers	.....15
" in bulk	.....75
" solid heads, in bulk	.....10
Saddle nails in papers	.....60
" in bulk	.....15
Tufting buttons, 22 line, in dozens only	.....15
Tin capped trunk nails	.....5
Zinc glazier's points	.....30 and 10
Double pointed tacks, papers	.....40
bulk	.....40

TAPE LINES.	
English, ass skin, per doz.	2 75 5 00
English, Patent Leather	5 50 9 75
Chesterman's each	0 90 2 85
steel, each	0 80 8 00

THERMOMETERS	
Tin case and dairy, dis. 75 to 75 and 10 p.c.	

TRANSLUM LIFTERS.	
Payson's per doz.	2 60

TRAPS. (Steel.)	
Game, Newhouse, dis. 2 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.	
Disston's discount 10 per cent.	
German, per doz	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.	
Bag, Russian, per lb.	0 21
Wrapping, mottled, per pack	0 50 0 60
Wrapping, cotton, per lb	0 17 0 18
Mattress, per lb.	0 33 0 45
Staging, " "	0 27 0 35
Broom, " "	0 30 0 55

VISES.	
Hand, per doz.	4 00 6 00
Bench, parallel, each	2 00 4 50
Coach, each	6 00 7 00
Peter Wright's, per lb.	0 12 0 13
Pipe, each	5 50 9 00
Saw, per doz	6 50 13 00

ENAMELLED WARE.	
White, Princess, Turquoise, Blue and White, discount 50 per cent.	
Diamond, Famous, Premier, 50 and 10 p.c.	
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.	

WIRE.	
Brass wire, 50 to 50 and 2½ per cent. off the list.	
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.	
Smooth Steel Wire, base, \$3.00 per 100 lb. List of extras: Nos. 2 to 5, ad	

vance 7c. per 100 lb.—Nos. 6 to 9 base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.
—spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 15 per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25 \$2—Nos. 26-31,
\$4—Nos. 32-34, \$5. Coppered, 5c.—oiling,
10c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in 1-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95
No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15
No. 12, \$3.35—No. 13, \$3.45—No. 14,
\$4.50—No. 15, \$5.00—No. 16, \$5.25.

Clothes Line Wire, 19 gauge,
per 1,000 feet..... 3 30

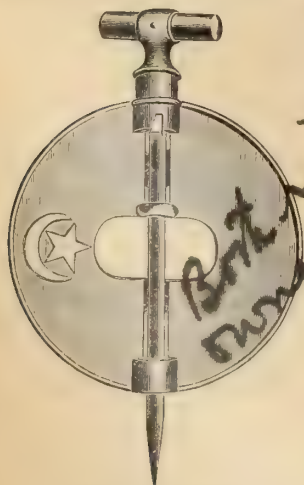
WIRE FENCING.	
Galvanized, 4 barb, 2½ and 5 inches apart	Toronto 3 25
Galvanized, 2 barb, 4 and 6 inches apart	3 25
Galvanized, plain twist	3 25
Galvanized barb, f.o.b. level and less than car lots, and \$3.05 in car lots.	
Terms, 60 days or 2 per cent. in 10 days.	
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WIRE CLOTH.	
Painted Screen, per 100 sq. ft., net.	2 00
Terms, 4 months, May 1: 3 p.c. off 30 days.	

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Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 70 to 25 p.c.	
Towers' Engineer, each	2 00 7 00
" S., per doz	5 80 6 00
G. & K.'s Pipe, per doz	3 40
Burrell's Pipe, each	3 00
Pocket, per doz	0 25 2 90

WRINGERS.	
Leader..... per doz.	\$60 00
Royal Canadian	58 00
Royal American	50 00
Discount, 45 per cent.; terms 4 months, or 3 p.c. 30 days.	

WROUGHT IRON WASHERS	
Canadian make, discount, 25 per cent.	

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1860INCORPORATED
1895

"Star," Cast Iron.

STOVE PIPE DAMPERS

Our "Star" Iron Dampers

are neatly cast and have an attractive appearance. Easily put together. Cold handles and **Encased Spring** that will not burn out.

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are made of the best quality of Bessemer steel, have all the advantages of cast iron dampers, as well as being light and lower in price.



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LINSEED OIL

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Special quotations for import.

J. WATTERSON & CO.

MONTREAL, Agents for Canada.



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Combined specification and form of tender can be obtained at this office, where all necessary information can be had on application.

Persons tendering are notified that tenders will not be considered unless made on the printed form supplied and signed with their actual signatures.

Each tender must be accompanied by an accepted bank cheque made payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. of amount of the tender, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

JOS. R. ROY,

Acting Secretary.

Department of Public Works, }
Ottawa, June 28th, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (29)

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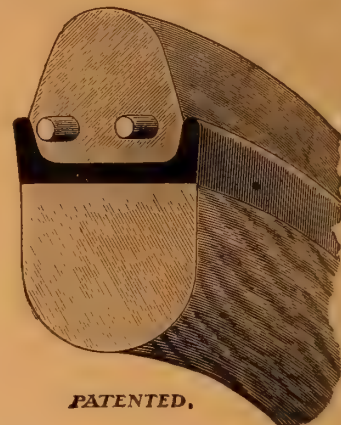
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Cost does not end
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There's the working to be considered.
Imperfect material means imperfect
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"BEST BEST POPLAR" BRAND
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Always turn out well, smooth,
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HARDWARE

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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, JULY 28, 1900.

NO. 30

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Friction Preventing.

"Tandem" Metals are better than
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and are, therefore :

Resistance Reducing.
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For Heaviest Pressure and Medium Speed
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THE QUEEN'S THE HEAD OF THE EMPIRE

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"Queen's Head"

IS THE BEST IRON USED
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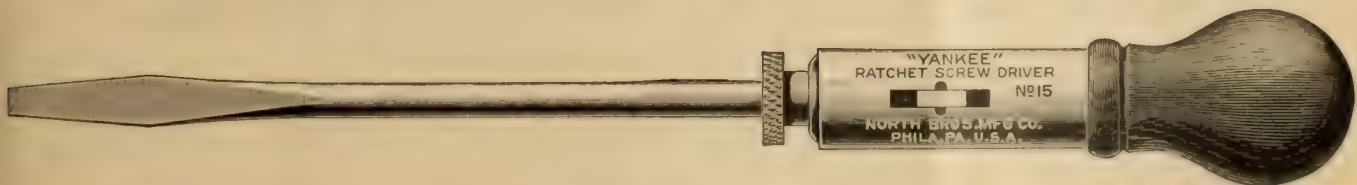
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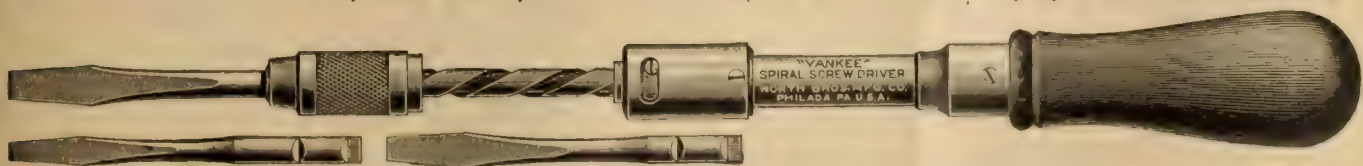


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DIFFUSIVE FLUE CONSTRUCTION
OVEN THERMOMETER
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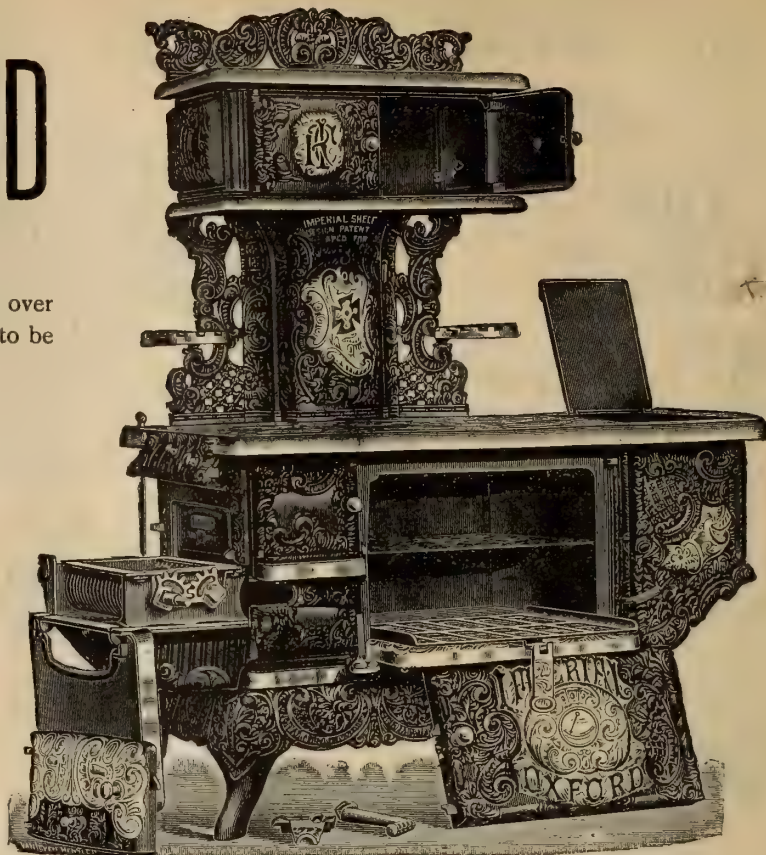
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back if
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factory.

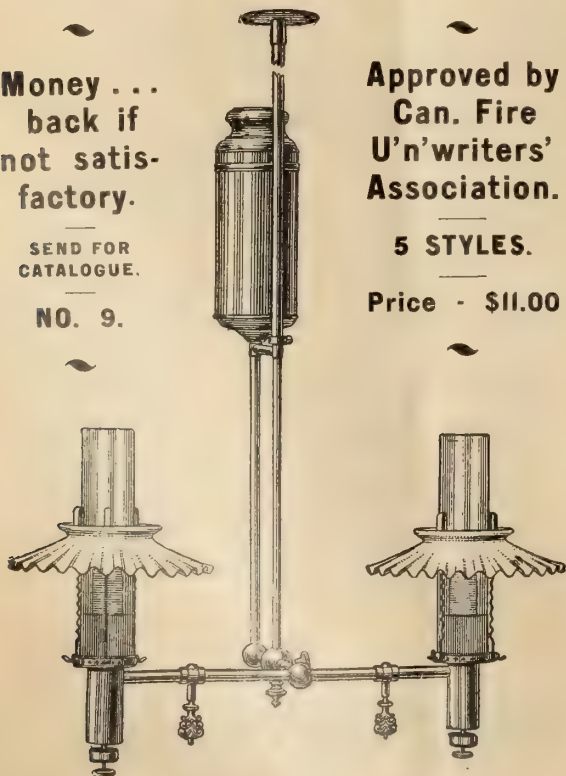
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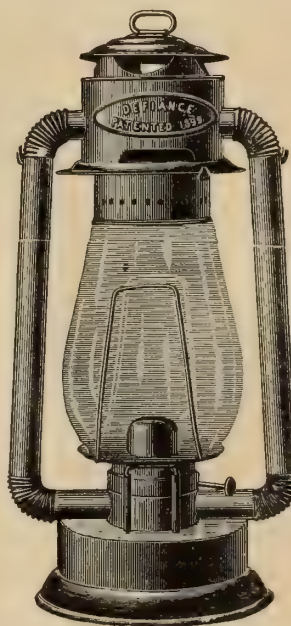
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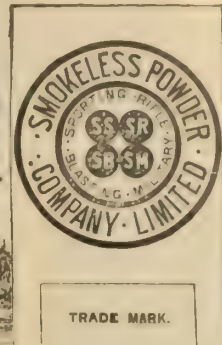
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SMOKELESS POWDER.

<p>High Velocities.</p> <p>Extra Hardened. Double Waterproof. Reliable, Safe, No Jar. Hard Hitting.</p>	<p>Low Pressures.</p> <p>The Powder of Powders for a Variable Climate.</p>	<p>Long Range.</p> <p>Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts.</p>
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As a SPECIAL INDUCEMENT, we will offer for this season only first quality loaded shells loaded with this powder at a lower price than any job shells and cheap smokeless powder. Write for prices and new gun catalogue.

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Send us a sample order. These are no higher in price than inferior makes.

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*Makers of High Grade
Varnishes, Japans,
Paints, Colors & Enamels.
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Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

DIAMOND EXTENSION STOVE BACK

They are easily
adjusted and
fitted to a stove
by any one.

Please your
customers by
supplying them
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with what
they want.

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Tinware
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Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent.

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PATENTED FEATURES: Improved Steel Stand,
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LAWN MOWERS.

High and Low Wheels,
from 12-in. to 20-in.
widths. Cold Rolled
Steel Shafting, Cruoi-
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WHEELBARROWS.

In Four different sizes.

If your Wholesale House does not
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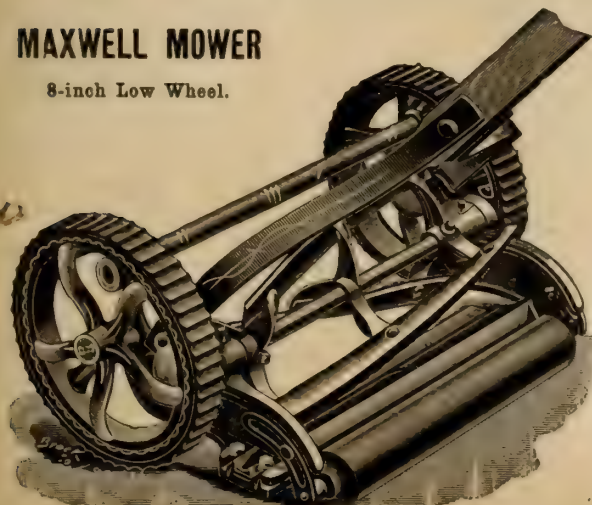
Steel Frame Churn.



Wood Frame Churn.

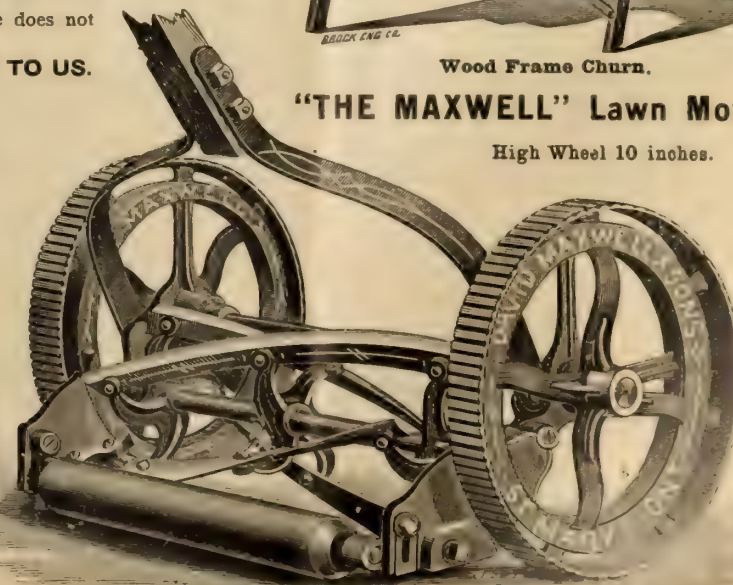
MAXWELL MOWER

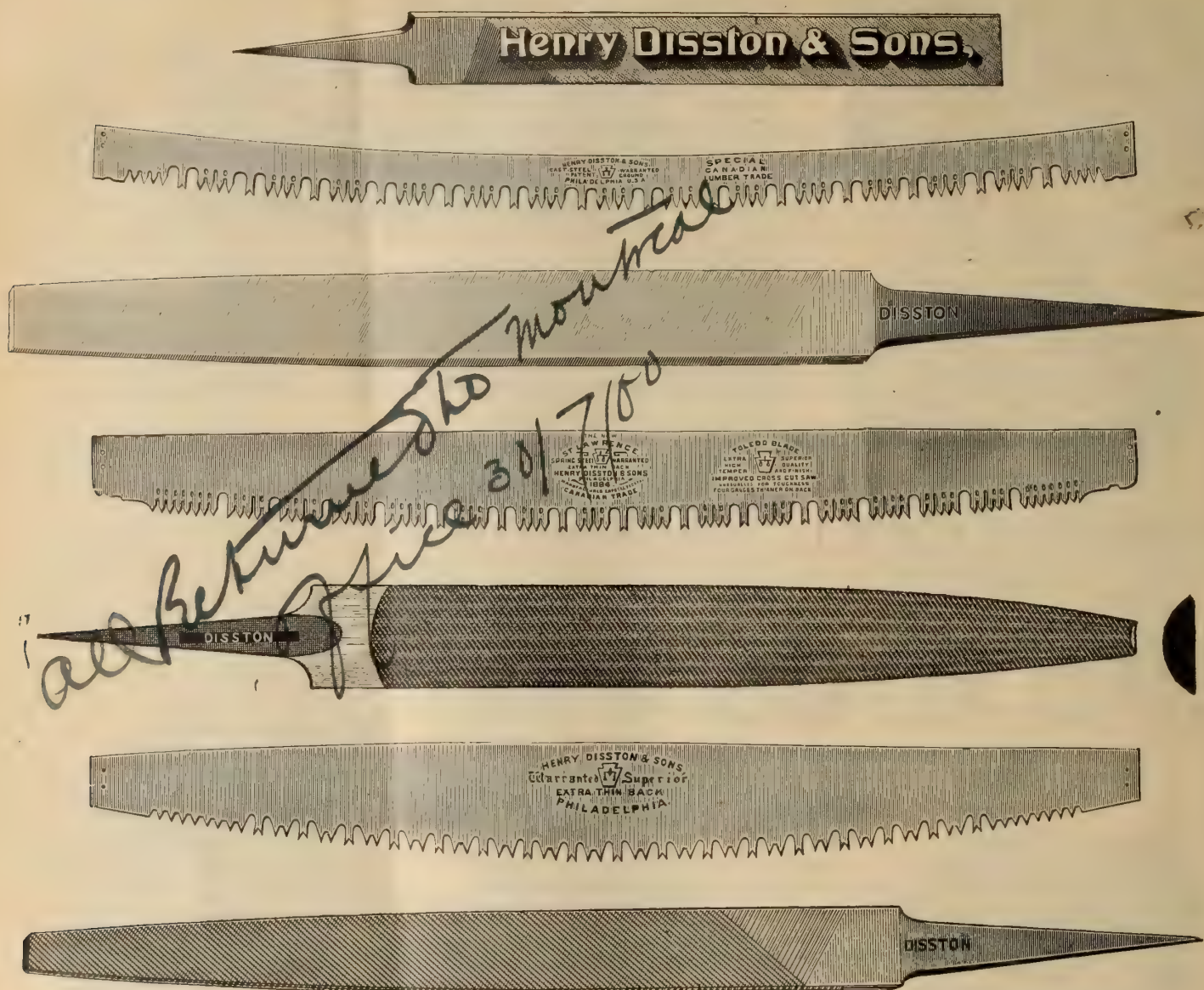
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"THE MAXWELL" Lawn Mower

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Everybody will soon know what **Disstons' Files** are.

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Henry Disston & Sons

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PHILADELPHIA,

Agents . .

MONTREAL.

PA.

HARDWARE AND METAL

Vol. XII.

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No. 30

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JOHN BAYNE MacLEAN,
Montreal.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

THE TROUBLES OF ST. JOHN.

A CONFERENCE was held in St. John, N. B., on Friday, between the representatives of the board of trade of that city and President Shaughnessy, of the Canadian Pacific Railway. The motive of the conference was railway facilities for the winter port.

It will be remembered that early last winter, because of the failure of the Canadian Pacific and the Intercolonial to arrive at an agreement satisfactory to the former, it looked as if the winter port of St. John would suffer severely. And, were it not for the persistency and energy of the business

men of St. John, it would undoubtedly have suffered severely.

But the agreement then arrived at was only a patched-up affair, and was, consequently, only of a temporary character. Consequently, the differences that then existed between the Canadian Pacific and the Government railway still exist, and have to be removed, if the people of St. John are to escape the decidedly unpleasant circumstances that so alarmed them last year.

It is evident from the tone of Mr. Shaughnessy's remarks at the conference on Friday last, that the Canadian Pacific is in no humor to parley. The Government had dealt more generously with the Grand Trunk than it had with the Canadian Pacific, and, unless matters were evened up in this respect, the Canadian Pacific would not be able to give the desired through freight rates on goods for export by way of St. John. This was in effect the burden of his contention. This, of course, is the crux of the whole question: If railway freight rates on goods are not as favorable by way of St. John as by other ports, of course goods will be exported by other ports.

While the Canadian Pacific may have a grievance with the Government road, yet there is a "stand and deliver" air about Mr. Shaughnessy's remarks that is not pleasant. By implication, at least, he told the people of St. John that they must help his company to get "better terms" out of the Government. The fact is that the Canadian Pacific has been aided from the Dominion treasury to a far greater extent than any other railway system. And when Mr. Shaughnessy talks as he did at St.

John, this fact is forcibly brought to one's remembrance. But the Canadian Pacific apparently has the whip hand, and it is to be hoped that some means will be devised to prevent the threatened blow falling upon the shipping trade of St. John.

It is, after all, a sad commentary on the railway conditions in Canada when the weal or woe of an industry like that of the shipping trade of St. John should depend on the ipse dixit of one or more railway companies. And especially when, as in the present instance, foreign ports like Boston and Portland stand to largely gain what St. John may lose.

The question should not merely concern the city of St. John; it should concern the whole country.

REDUCTION IN THE PRICE OF BOLTS.

A RATHER unexpected reduction has taken place in the price of Norway, carriage, plough and machine bolts and coach screws. The reduction is approximately from 10 to 15 per cent.

The new prices are as follows:

Norway bolts, full square	65 per cent.
Common carriage bolts, full square..	65 "
" " " 5-15 & under	60 "
" " " 3/8 & larger..	55 "
Machine Bolts, all sizes	60 "
Coach screws.....	70 "
Sleigh Shoe bolts.....	75 "
Blank bolts.....	60 "
Bolt ends.....	65 "
Plough bolts.....	55 "
Nuts, square	40 "
Nuts, hexagon	4 1/2 c

It will be noticed that a change has also been made in the method of quoting common carriage bolts.

Business in bolts is fair, although not as active as it was.

BUSINESS MEN AND POLITICS.

WITHIN the next 12 months, the business men of Canada will be called upon to aid in the election of another Parliament.

A Parliament representing any one class we do not want. What we want, and what we need, is a businesslike Parliament, whatever its political complexion may be.

The agitation this paper has been carrying on for the past few years is bearing fruit. There is a decided and growing opinion among the people of this country, and especially among the mercantile class, that the thing most to be desired in a member of Parliament is not his political beliefs, but the measure of common sense he has at his command.

It is true that the present Parliament is characterized more by its lack than by its possession of the quality of business common sense. But, far as it is from being the ideal, it is better than its predecessor.

The claim of the Government for its being retained in office is not now based upon faithfulness to the tenets of the Liberal party. It is based upon its faithfulness to business principles. It likes to style itself a Cabinet of business men.

The Opposition, on the other hand, no longer claim that the Government should be turned out of power because its political economy is unsound. What it attempts to combat is its claim to the possession of the quality of business. "This is what the Cabinet of alleged business men has done," is in effect a phrase one frequently hears sarcastically applied by the Opposition press and people.

We are not venturing an opinion as to the merits or demerits of the claim of the one or of the assertions of the other. We are merely pointing out the existence of certain conditions in support of our contention that the opinion is growing that business common sense is of more importance in a member of Parliament than political professions.

Naturally this opinion obtains more among the business men of the country than among any other class, but even among the majority of these the influence of party is still stronger than the influence of business common sense.

Business men owe nothing to party. It is only the rare one that secures an office of whom there is the least ground for saying that he owes anything to party.

Men will always have their political belief, and will always sympathize more with the tenets of one party than they will with those of another. There is nothing to be said against that. But a great deal is to be said against being so wedded to party that you slavishly follow wherever it chooses to lead, be the course according to or contrary to business common sense.

Good government never was and never will be secured by such methods. And it is good government the business men of this country should be concerned about, for its existence or non-existence is of more importance to them than to any other class in the country.

THE IRON TRADE SITUATION.

PRICES and strikes are the disturbing factors in the iron trade across the boundary line.

In Pittsburg, the price of pig iron is 50c. to \$1 per ton lower than it was a week ago. Steel bars have dropped to within \$2 per ton of the lowest price of 1897, while, according to Iron Trade Review, raw materials and labor represent fully \$5 a ton advance over the basis of three years ago.

The iron market is gradually becoming more favorable to buyers, but there are indications that it will be even more so. At the same time, however, the market has arrived at a stage where it would not take a great deal of influence to impart a little more confidence to it.

Material is wanted. Buyers will not, however, pay the prices, but there is a feeling that values will not have to go a great deal further in order to arrive at a normal condition.

One of the by no means least unsatisfactory features of the iron trade situation in the United States is the labor troubles. The moulders in 17 foundries in Cleveland have been on strike since early in the month, and the end is not in sight. So far the victory appears to lean towards the employers, for the forces at work in the shops are gradually increasing. Then there

is likely to be trouble over the bar iron and puddling scales, the workers having demanded an advance of 10 per cent. in the base rate. Iron Trade Review points out that that this would raise the minimum market price 1.40c. to 1.50c., though the market has already gone \$6 a ton below that price, and it claims that the manufacturers, under such circumstances, are not at all likely to accord any such advance.

In Canada, everybody has settled down to a hand-to-mouth business, and is prepared to await developments. Stocks of hardware are in a healthy condition, as there is a steady sorting-up letter-order trade. There are indications that the fall trade will be fairly brisk.

HOLIDAYING HARDWAREMEN.

THIS is the holiday season in the wholesale hardware trade. Managers, in some instances, and travelers in many, are taking their customary vacation, catching fish, or collecting "yarns" regarding the same, or quietly resting at some holiday resort gathering energy.

Most of them, at any rate, have earned their holiday, for, while there is not the activity there was a short time ago, the past 12 months have been busy ones for everyone who allowed himself to be influenced by the spirit of the times.

HARDWARE AND METAL hopes that those who are taking their holidays, or are about to do so, will return with new vigor for business, and that the fall trade will be of such a character that they may be kept hustling to keep up with it.

A FALLACIOUS IDEA.

There are men in the political world who seem to be possessed of the idea that by following a crooked career they are traveling on the shortest and straightest road to success.

The business men should show them that it is the shortest and straightest road to oblivion.

THE MIDLAND FURNACE.

It is expected that the new iron furnace of The Canada Iron Furnace Co., Limited, at Midland, will be in operation in two or three weeks, when about 150 tons of pig iron per day will be turned out.

The Lake Superior mines will furnish the ore. Pig iron will be the only product at present.

About 400 men will be employed about the furnaces and on the wharves.

LAWS, NEW AND AMENDED.

THE business results of the late session of Parliament embody several matters which the commercial community will find it useful to know.

FINANCE.

In the realm of finance, there is the measure providing that the whole or any part of the public debt may be inscribed and transferred in a registered copy in Great Britain. This is in accordance with the provisions of the Imperial Act which enables the debts of colonies to be admitted to the list of inscribed stocks in England. A more important measure is the Act amending the Bank Act. This law continues the charters of 34 incorporated banks, and provides that the Jacques Cartier Bank may change its name to the Provincial Bank of Canada, and the Merchants Bank of Halifax to the Royal Bank of Canada. A clause provides that persons holding bank stock in trust shall not be personally liable as a shareholder. Several other provisions growing out of the failure of certain banks of Canada during the last few years, and doubtless suggested by these occurrences, are made. For instance, arrangements are made for the appointment of a curator in the event of a bank suspending. Then, again, the Canadian Bankers' Association is recognized and its powers defined. The by-laws of the Bankers' Association are not to go into force until they are approved of by the Treasury Board of the Canadian Government. There are also provisions for the purchase of the assets of a bank.

THE TARIFF.

No tariff changes were made in detail at the late session, but, as is well known, the preferential rate on British goods was increased to $\frac{1}{2}$ of the duty. But this preferential rate does not apply to wines, malt liquors, spirits, liquid medicines, and articles containing alcohol, tobacco, cigars and cigarettes. Besides that, the reduction will only apply to refined sugar when the Minister of Customs is furnished with satisfactory evidence that such refined sugar has been manufactured wholly from raw sugar produced in the British colonies.

It is provided also that machinery not made in Canada and for use in beet-root sugar factories may be imported free.

RULES REGARDING FRUIT BARRELS, ETC.

The regulations of the Inland Revenue Department have been amended in several particulars relating to weights and measures. For example, it is provided that the barrels containing apples for export shall be of the following dimensions, viz.: 26 $\frac{1}{4}$ inches between the heads, inside measure, and a head diameter of 17 inches, and a middle

diameter of 18 $\frac{1}{2}$ inches, representing as near as possible 96 quarts. These dimensions shall also apply to barrels when apples, pears or quinces are sold by the barrel. The penalty for disobeying this law is 25c. for each barrel of apples, pears or quinces offered or exposed for sale or packed.

Another provision is that when eggs are described by the standard dozen, the dozen shall mean 1 $\frac{1}{2}$ lb.

Every ball of binder twine is to be stamped with the name of the maker or importer, stating the number of feet of twine per lb. in such ball. The penalty for disobeying this section is 25c. per ball. This section relating to binder twine does not come into force until October 1, 1900.

COPYRIGHT.

The passage of an Act giving copyright to Canadian publishers of English books whose owners make an arrangement with local publishers has been passed without amendment.

CHINESE IMMIGRATION.

Sir Wilfrid Laurier's Act restricting Chinese immigration also passed. This is a measure of considerable interest to people in British Columbia. The Government, by it, are given power to appoint one or more persons to administer the Act and engage interpreters at salaries aggregating not more than \$3,000 a year. Under the Act, only members of the Chinese diplomatic corps or other Government representatives, with their suites and servants, and consuls and consular agents may enter without paying the fee. Others who escape the tax are Chinese children, born in Canada, who have left this country for educational or other purposes and establish their identity on returning; also merchants, their wives and children, tourists, men of science, and students who substantiate their status to the satisfaction of the authorities.

Any woman of Chinese origin who is married to a person not of Chinese origin shall come in free, being deemed to be of the same nationality as her husband.

The Act also contains provision regarding the landing of Chinese and certain regulations to prevent any introduction of disease. Another section prohibits the traffic in Chinese women. A penalty is imposed for landing the Chinese before the tax is paid. Rules are also given for the passage of Chinese through Canada in transit to some other country, and provision is made for the registration of those who leave Canada and wish to return.

Any Chinese who break the new law may be put in prison for a year or be subject to

a fine of \$500. The organization of Chinese courts is prohibited.

CRIMINAL LAWS.

The Criminal Code has received a number of amendments, the subjects dealt with being chiefly the publication of indecent books, photographs, etc., the offence of kidnapping, counterfeiting money, etc.

Slight changes are also made in the laws regarding theft, and certain procedure in the case of accused persons. The changes are more technical than comprehensive and of more interest to the legal community than the commercial classes.

ARBITRATION OF LABOR DISPUTES.

The last measure to which attention may be directed is the Act passed to aid in the prevention and settlement of trade disputes, and to provide for the publication of statistical industrial information. By this measure boards are established for the purpose of settling disputes between employers and workmen by conciliation or arbitration. The law follows the English Act to a certain degree, and provides for the creation of an arbitration tribunal when the disputing parties are willing. The Act is not obligatory, and has no power, therefore, to terminate a strike.

In connection with this, the Act sets up a Department of Labor which shall collect and publish statistical and other information relating to the conditions of labor, and issue, at least once a month, a publication known as The Labor Gazette, containing information regarding the labor market and kindred subjects.

As already announced through the press, the Government have appointed as editor of this new paper Mr. William Lyon Mackenzie King, M.A., LL.B., at present on the staff of Harvard University and a distinguished graduate of the University of Toronto. Mr. King is not a politician, but has been engaged in journalistic work and in special inquiries into conditions of labor for several years.

In connection with the work of the session, it might be mentioned that the Minister of Customs, Mr. Paterson, took a vote of money for the purpose of providing a staff to publish promptly and fully the trade statistics relating to imports and exports. This will be put into shape at once, beginning with the present month, which is the first of the new fiscal year.

The Maritime Hardware Association met at Digby, N.S., on Wednesday, Thursday and Friday of this week.

There is a movement to organize a company in Galt, Ont., for the manufacture of galvanized ware, pumps, piping, etc.

HOW FIREARMS ARE TESTED.

THE Government testing of all firearms manufactured in Belgium is of more importance than is generally recognized, for it does away almost entirely with accidents caused by the bursting of guns in the hands of sportsmen, and prevents manufacturers imposing dangerous and worthless guns on the public. The test of the cheap double-barrel breech-loading shotgun manufactured in Belgium, and sold abroad for 30s., is just as thorough and complete as the one that sells for £30, and the same is true of all the guns made in that country.

Liege being the leading firearms manufacturing city in the world, it has the most extensive as well as the most complete proving station. The Government has provided very strict rules and regulations to govern it, and the director, Mr. Jules Polain, is very jealous of its reputation.

The law of the land makes it a crime to sell, offer for sale, or to be found in possession of a gun, pistol or any kind of firearm not bearing the proper Government test marks, or a gun of a different calibre than that stamped on the barrel; the fine is not less than 50 francs nor more than 100 francs, and the arm in question is confiscated.

It is also a crime severely punished for anyone to put any testing marks on firearms, or even to mark the calibre, to add the words "choke bored," or anything of a similar character.

Single-barrel muzzle-loading shotguns are tested but once, while a double-barrel is tested twice. A single-barrel breech-loading shotgun is tested twice, while a double-barrel is tested three times. The guns having more than one test have the barrels tested before they are fastened together, and again when breechlock is finished. In all cases at least double the usual charge of powder is used, and that of an extra fine quality, which is carefully tested three times each; and one-third more shot is used than ordinarily.

The loss by testing varies from 1 to 5 per cent.; the largest percentage of loss is in the higher priced and lighter guns. The same quality of steel is used for all barrels, but the difference comes in the workmanship and weight.

The cost of testing is paid by the manufacturer, and is 1 franc for the three tests.

To give an idea of the growth of the firearms industry in Liege, Mr. Winslow, the American Consul, says that the total number of tests made at the proving station

for the past three years were: In 1897, 1,712,809; in 1898, 1,968,708, and in 1899, 2,238,326; showing in two years an increase of 525,526 tests.

CHEAPNESS.

A VERY erroneous idea appears to be common as to what constitutes "cheapness." The word is too frequently treated as if it was a convertible term with low price. But because things are low-priced it does not at all follow that they are cheap. There are many low-priced articles that are dear at any price. This is an axiom that should be borne in mind by all purchasers of goods. On the other hand, cheapness does not necessarily indicate poor quality, as some affect to believe. Low-priced or cheap goods are a necessity. Everyone is not able to buy the best goods that are made; consequently, articles have to be produced to suit slim purses. In most lines, however, such goods can be made in an honest and serviceable manner, though perhaps not with the fine finish of the more expensive goods, and be really cheap.

Cheapness is a positive term. Things that are cheap may either be a bargain—that is, intrinsically worth more than is asked for them—or they may be merely well worth the price paid. An inferior or poor article is never really cheap to the buyer. For example, a man may buy a \$10 suit of clothes that will last him but one season, whereas, for \$5 more, he might buy a suit that will be good for two seasons' wear. Or another may roof his house with low-priced tinplate, thinly coated, and his roof will wear out and have to be renewed in a very few years, whereas the purchase for the purpose of heavier coated plate, costing perhaps half as much again, would insure him a serviceable roof covering for three times as long.

In either case the more expensive article is the cheapest ultimately. In this respect the poor are placed at a material disadvantage. They are compelled to buy "cheap" goods which are generally poor goods and which do not last as long, and consequently are the dearest in the end, although the first cost was less. But those who can afford to buy goods of good quality and yet deliberately purchase inferior material, simply because it is lower in price, are, to say the least, displaying mighty poor judgment and are certainly not getting their goods cheaply. It would do no harm for retailers to try and educate their customers along this line, especially as it is always the rule that "cheap" goods are sold at the slimmest margin of profit to the merchant.

SUPPLIES OF IRON.

"A good deal of anxiety has been felt during the last two years as to the available supplies of iron ores and fuel. The total world's consumption of iron ores in 1899 was probably more than 90,000,000 tons. Of this quantity," says a writer in The Engineering Magazine, "the United States contributed more than 22,000,000 tons. But in all countries alike very exceptional efforts were made to increase the output so as to overtake the greatly-stimulated demand. These efforts are still being continued. Spain has been ransacked from one end to the other in order to increase the available supplies. France is opening up new sources of supply in Greece, North Africa and elsewhere. The Germans have sought to acquire almost a monopoly of the supply of Swedish Lapland—within the Arctic circle—for a number of years to come, and have concluded arrangements which point to their belief that iron ores are likely to become increasingly scarce. This is a very general apprehension, and if it is justified by the facts, then it seems to be probable that this condition may mainly determine future supremacy. In the war of commerce and industry it is conceivable that Providence may, in the future, seem to interpose on behalf of the nation that has the largest available supplies of cheap iron ores."

Thieves entered the hardware store of Davis & Rowland, Clinton, Ont., last Saturday night, and stole \$30 or \$40 worth of razors, knives, etc.

Westman Brothers, Chatham, have moved into their fine large new premises—36 x 195 feet—where they display their stock to advantage, and report business quite satisfactory.

F. J. Marshall, hardware merchant, Orangeville, Ont., has purchased the stock and business of J. J. Kelly, who has also been engaged in the hardware trade. It is reported that Mr. Marshall's intention is to amalgamate the two stores. Mr. Kelly intends moving to Toronto.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THOMAS BURNSIDE, general merchant, Bothwell, Ont., has assigned to S. J. Thomas; creditors meet July 28

Mrs. Francois Dumas, hardware dealer, Quebec, has assigned.

The creditors of J. W. A. David, hardware merchant, Montreal, met on July 27.

V. E. Paradis has been appointed curator for H. Boily, general merchant, Sayabec, Que.

Carley & Studer, general merchants, Morden, Man., have assigned to C. H. Newton, Winnipeg, Man.; creditors meet July 26.

PARTNERSHIPS FORMED AND DISSOLVED.

The Bedford Stove Co., Bedford, Que., has dissolved; H. Hulburd continues.

Jenkins Bros., general merchants, Smith's Mills, Que., have registered partnership.

McNeill & McFarlane, hardware and lumber merchants, Snowflake, Man., have dissolved. Donald B. McNeill continues.

SALES MADE AND PENDING.

P. W. Lipka, carriagemaker, Neepawa, Man., has sold out.

T. Race, blacksmith, Niverville, Man., advertises his business for sale.

T. C. Forbes, general merchant, Rothwell, Man., is selling out.

W. F. Thornton, general merchant, Hartland, N.B., is selling out.

J. E. Price, general merchant, Norton, N.B., has sold out to Elias Harmer.

W. J. Reazin, hardware merchant, Pickering, Ont., advertises his business for sale.

R. B. Fisher, hardware merchant, Carman, Man., has sold out to Buettner Bros.

B. J. Smith, general merchant, Reston, Man., has sold out to John White & Sons.

The assets of Elzear Gremier, general merchant, Murray Bay, Que., have been sold.

W. J. Falconer, hardware dealer, Palmerston, Ont., has sold out to Chalmers Bros.

A. T. Davis, general merchant, Flettwode, N.W.T., has sold out to E. C. Warner.

The stock of Cyr & Guite, general merchants, New Carlisle, Que., was sold at $\frac{1}{2}$ c. on the dollar.

The stock of Leblanc, Cyr & Guite, general merchants, Ruisseau, Que., was sold at $68\frac{1}{4}$ c. on the dollar.

The stock, etc., of R. Richardson & Son, general merchants, lumber, etc., Bedford, N.S., was sold by sheriff on July 25.

James Gill & Co., general merchants, Revelstoke, B.C., have sold out to McArthur & Harper, Kamloops, B.C.

"ON THE FENCE."

You can't be "on the fence" in the matter of quality if you handle S.W.P.

You have to stand out unmistakably for everything that's best. The high quality and good value of S.W.P. will pervade your whole business.

And that's what makes the trade grow. The public put confidence in the man who stands for high quality. They like to buy where they know good things are sold.

If you're not familiar with S.W.P. and S.W.P. methods, write for our booklet "B 13." It tells all briefly.

THE SHERWIN-WILLIAMS CO

PAINT AND VARNISH MAKERS.

CLEVELAND.
CHICAGO.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO.

SAN FRANCISCO.
KANSAS CITY.

CHANGES.

The Calcibide Gas Machine Co., Montreal, have registered as incorporated.

The Renfrew Power Co., Limited, Renfrew, Ont., have obtained a charter.

Guion & Starratt, general merchants, Bitternut Ridge, N.B., have commenced business.

E. Rolston (Mrs. A. W.), general merchant, Wellington, B.C., is removing to Ladysmith, B.C.

Shera & Co., general merchants, Fort Saskatchewan, N.W.T., will open a branch at Star, N.W.T., shortly.

Julie Cloutier has registered proprietor of Wilbrum, Genereux & Co.'s general store, St. Jacques des Piles, Que.

Yuen Chong & Chang Sew have registered as proprietors of Kwong Hang Chong's general store, Vancouver, B.C.

May A. Fairfield has registered as proprietress of H. Fairfield & Co., agents for carriages, etc., St. Johns, Que.

The Maritime Engineering Works, Moncton, N.B., have commenced business.

Mrs. Toussaint Audet Lapointe has registered as proprietress of T. Lapointe, coal and wood dealer, Ste. Cunegonde, Que.

FIRES.

The Toronto Plate Glass Importing Co., Toronto, were partially burned out; insured.

ANOTHER STEP-RIDER.

E. W. Palfrey, well-known as one of the cleverest cyclists who perform at the prominent vaudeville houses, has added step-riding to his work.

It is needless to remark, perhaps, that the dangers incident to this riding are great—consequently, but few riders care to attempt it.

Mr. Palfrey rides this week at West End Park, New Orleans. A flight of steps built in the grounds reaches to the dizzy height of 125 feet and down this narrow path the daring cyclist rushes, causing thousands of onlookers to hold their breath in amazement at the whirlwind speed with which he descends.

Palfrey rides an Iver Johnson and has confidence in it. Kilpatrick, another cyclist who has been riding the steps for several years, has never had an accident—he rides an Iver Johnson cycle too.

Palfrey, who has just commenced step-riding, realizing the importance of a strong wheel, decided to buy an Iver Johnson, knowing that the same wheel has carried Kilpatrick safely.

The wheels used by both riders are regular road wheels, fitted with very short and heavy tires.

THREE MONTHS IN TURPENTINE.

THE first three months of the 1900 or naval stores year has witnessed high values for spirits turpentine, as foreshadowed in our market and editorial reviews at the opening of the season, the range of prices at Savannah being 53½ to 42c., the low price occurring during the latter half of June, and the high price being current April 1. Last year the range was 42½ to 35c., a difference of 11½ to 7c. The highest and lowest prices for each of the three months, as taken from the circular reports issued by the Savannah Board of Trade, are given below for this and last year:

Month.	1900.		1899.	
	High.	Low.	High.	Low.
April	53½	46	42	38
May	49	47	41	39
June	47½	42	38	35

One of our Savannah exchanges which follows the spirits market closely states that by the close of July half the crop will have been marketed, and that a decided falling off in receipts at all ports will be witnessed after that date. This is not encouraging to consumers who look for cheap spirits, but is in harmony with other conditions prophetically outlined in these columns. The

COURSE OF THE MARKET SINCE APRIL 1 is interesting when presented in detail. The opening price as already indicated was 53½c. This was an unusual figure for a time when the new crop was directly at hand, but the floods, blight, cold weather and other conditions that created such an abnormal value held the market firm at the price named for over a week, the first break of the season not coming until April 11, when there was a drop of 1½c., followed by others in quick succession, the market being 49c. on April 13, and 46c. on April 16. A reaction then came, the market advancing temporarily to 47½c., the month closing at 46¾c.

May was a month of advancing quotations. It opened at 46¾c., against 40¾c. the previous season. The market was strong, and quoted between 47 and 47¾c. until May 14, when it advanced to 49c., and closed the month at 48c., or 10c. higher than at the same time last year. The course of the market thus far had been all that producers could wish, the range of prices far exceeding expectations and surprising everybody. The unfavorable weather during the early spring and the dearth of stock abroad and in this country, creating a demand regardless of values, were responsible for the high prices that were paid for the free spirits that had thus far come out.

June opened at 47½c. against 37c. in 1899. Receipts had now become larger, and the Gulf ports were shipping to foreign

sources, so that the European markets became better supplied. With

THE DEMAND LESS URGENT from consumers, both in this country and abroad, they could afford to hold off for more satisfactory prices, and they did so. The market's tendency during this month was therefore downward. Before the middle of the month it had declined to 44c., and the outlook was for a further weakening; 43c. was soon reached, and on June 22 the market was quoted 42c., which, as already indicated, was the lowest price to this time for the season. In the last days of the month the market recovered a part of its loss, the situation in the producing districts becoming more unfavorable by reason of heavy rains and a scarcity of laborers. It advanced to 43½c. where it closed.

Regarding the future of prices, it may be said that much depends on the receipts. If, as many expect, they show a marked decrease for the first half of July it is the belief that values will be sustained and further advances occur. Up to July 1 the net increase in receipts over last year was about 13,000 barrels, with July only left to swell this figure. The receipts of the last eight months of the year are expected to counterbalance this increase, so that the higher values which have been maintained and are in prospect could be attributed almost wholly to the more expansive demands of home and European consumers, should the output of the two years be approximately the same, as now seems likely.—Paint Oil and Drug Review, Chicago.

H. A. Green will open up a blacksmith shop at Rock Creek, Ont., in a few days.

PERSONAL MENTION.

Mr. Henry Clucas, one of the representatives of The Canada Paint Co. in Ontario, is in Montreal, staying at the Balmoral Hotel.

Messrs. T. G. Dexter and Ed. Whyte, manager and traveler respectively for H. S. Howland, Sons & Co., Toronto, are holidaying in Muskoka.

GOODS ON THE SIDEWALK.

The Montreal civic authorities are determined to force the merchants of that city to leave the sidewalks unobstructed for the purpose for which they were laid down.

Several prominent storekeepers were fined \$5 and costs each by the Recorder on Monday for placing their goods upon the sidewalk, and thus causing an obstruction.

SONS FOR HARDWAREMEN.

Sons arrived this week for both Mr. Peleg Howland, of H. S. Howland, Sons & Co., and for Mr. Segimund Samuel, of M. & L. Samuel, Benjamin & Co. HARDWARE AND METAL begs to congratulate.

The Galt merchants are talking of adopting early closing.

The retail clerks of Rat Portage, Ont., are agitating for an early-closing by-law.

Robert Phinney is enlarging his tin shop at Richibucto, N.B., and making extensive repairs.

The annual picnic of the Burrow, Stewart & Milne Co., manufacturers of stoves, etc., Hamilton, was held on July 14 at Queen Victoria Park, Niagara Falls.

Major Taylor

THE CHAMPION OF THE WORLD
RIDES A

Red-Headed Iver Johnson Bicycle

AND WINS.

Thousands of riders throughout the country ride Iver Johnson Bicycles and FIND THEM SATISFACTORY.

SEND FOR CATALOGUE.

Iver Johnson's Arms & Cycle Works

Branches—New York
Boston
Worcester

FITCHBURG, Mass.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY.

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE.

POWDERS.

"DEAD SHOT" SPORTING POWDERS.

"DEAD SHOT"



Metal Kegs, 25 lbs. each.



FG FFG FFFG

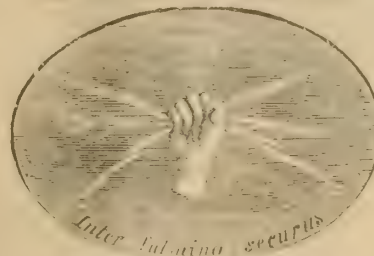
"DEAD SHOT"

The Favorite Black Powder
with all Sportsmen.



Unsurpassed by similar grades of any other manufacture.

SCHULTZE SMOKELESS.



SAFETY FUSE

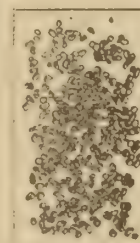


Hemp Safety Fuse.
Single Tape Safety Fuse.
Double Tape Safety Fuse

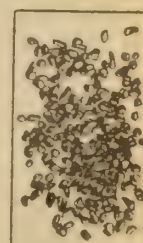


Best Hard Grain White Powder Made.
No. 1 Tin (Equal in Measurement to 1-lb. Black Powder).
No. 50 Drum (Equal in Measurement to 50-lb. Black Powder).

RIFLE CARTRIDGE POWDER



No. 4.



No. 3.

No. 3-6 1/2-lb. Keg.

No. 4 6 1/2-lb. Keg.

No. 3-25-lb. Keg.

No. 4-25-lb. Keg.

CANADIAN POWDERS



FF.
FFF.
Snapshot.
Northwest Rifle.

Trap Shooting.
Canadian Rifle
Blasting Powders
Nos. A and B.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY.

Graham Cut and Wire Nails are the Best.

OUR PRICES
ARE RIGHT.

A VANCOUVER HARDWARE STORE.

THE accompanying picture is an interior view of the handsome new store of Wm. Ralph, hardware merchant and dealer in housefurnishings, Vancouver, B.C. Mr. Ralph's business is one of the largest and best in the terminal city, and at the beginning of the present year he moved his stock into the premises now occupied and which were erected last year and just completed in time for occupation when the firm moved in, in February last. The building is one of the finest of the many new blocks built in Vancouver in the past few years. It belongs to Mr. Ralph, who had it erected specially for his business, and his large and varied stock occupies the whole of its three flats and full-sized basement which are each 25x132 feet. The block is of brick, with extra

one side of the store with a full line of the McClary enameled and granite ware, of which, also, a specialty is made. The store was especially designed by Mr. Ralph for effective display of stock, and the view presented shows that the idea was successfully carried out. Much of the credit for the very neat and attractive display of the large stock is due to Mr. A. G. Low, to whom Mr. Ralph entrusts this portion of his business, his own time being taken up with supervising the many branches of the big business over which he has control.

A word concerning Mr. Ralph, himself, will not be out of place in concluding. While yet a young man, with his life before him, he has attained a measure of success often not reached with a lifetime of steady work—not that steady work has been wanting in the making of Mr. Ralph's success.



heavy stone foundation and the front finished with handsome white pressed brick, and large plate glass windows.

Mr. Ralph's large staff of tinsmiths and plumbers find ample and well-lighted work-rooms in the top flat while the second is occupied as a warehouse, both bond and free, for the storage of bicycles and sewing machines in which a large business is done. The basement is used for furnaces and heavy stock. The ground floor, of which the picture is a view, is the showroom, and here are displayed full lines of the McClary "Famous" stoves and ranges, which Mr. Ralph sells and handles exclusively. It may be added that he sells a very large number of them in a year, and the satisfaction they give is attested by the fact that he sells more every year.

The splendid range of shelves, which reach to the ceiling, are filled the length of

Coming to Vancouver in 1886, he managed the hardware business of Vair & Miller, and later was a partner in the firm of O'Toole & Ralph which succeeded the former. He has continued in the business ever since and has long been the sole owner. The volume of trade done has grown with the city, and now Mr. Ralph has a large house-furnishing business as well as doing a big trade in plumbing and heating. As mentioned, he has the sole agency for the city for the McClary "Famous" stoves and ranges.

Ever since the bicycle industry first grew up, he has had a large and growing trade. He makes a leader of the standard Cleveland, which partly accounts for the record he holds for the largest aggregate sales last year, a record likely to be retained this year as well. In the past year, sewing machines have been added to the varied

lines handled by Wm. Ralph, and the same success has attended this addition as in the other branches of the business.

As a rising young business man in a rising young city, Mr. Wm. Ralph is worthy of his success.

DECREASED UNITED STATES PIG IRON OUTPUT.

THE Iron Age in its current issue says: "Reports from furnace companies show that on July 1 quite a shrinkage had developed in the rate of production of pig iron as compared with June 1. The weekly capacity of the active furnaces was 12,963 tons less than a month previous. The shrinkage was entirely in coke and anthracite, as the charcoal furnaces have slightly increased their output. The number of furnaces in operation is larger than had been expected, but the curtailment of production is still proceeding, and August 1 will show more out.

"The weekly capacity of the furnaces in blast on July 1 compares as follows with that of the preceding periods:

	Furnaces in blast.	Capacity per week. Gross tons.
July 1, 1900	284	283,413
June 1	393	296,376
May 1	292	293,850
April 1	291	289,482
March 1	293	292,643
February 1	296	298,014
January 1	280	294,186
December 1, 1899	283	296,959
November 1	277	288,522
October 1	265	278,650
September 1	257	267,335
August 1	244	267,672
July 1	237	263,363
June 1	220	251,062

FURNACE STOCKS.

"Stocks of pig iron have shown further increase during the month, the gain in all kinds of iron having been 86,358 tons, as compared with stocks at furnaces on June 1.

"The position of furnace stocks, sold and unsold, as reported to us, was as below on July 1, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron:

	Jan. 1.	Feb. 1.	April 1.
Stocks—Anthracite and coke	107,231	126,418	177,650
Charcoal	20,115	24,918	19,822
Totals	127,346	148,336	197,532
	May 1.	June 1.	July 1.
Stocks—Anthracite and coke	216,182	405,952	387,482
Charcoal	24,895	28,728	33,556
Totals	241,077	334,680	421,038

WARRANT STOCKS.

"The American Pig Iron Storage Warrant Co. report receipts into the warrant yards during June of 1,200 tons and deliveries of 200 tons, showing a gain in stocks of 1,000 tons during the month, making the following showing compared with previous months:

	Jan. 1.	Feb. 1.	April 1.
Stocks—Coke and anthracite	3,200	2,800	1,500
Charcoal	1,700	1,500	1,400
Totals	4,900	4,300	2,900
	May 1.	June 1.	July 1.
Stocks—Coke and anthracite	2,600	3,400	4,400
Charcoal	1,400	1,400	1,400
Totals	4,000	4,800	5,800

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'

168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

"Velox Smokeless Shotgun Powder"

The cleanest, quickest and best of all. Hard grain, quick ignition, rapid combustion, slight residuum, no corroding of gun barrel or locks, high velocity, even pattern, great penetration, minimum pressure and recoil.

Excellent keeping qualities, not affected by climatic influences.

Safe, reliable, accurate, and **pleasant** to shoot.

Absolutely Smokeless. 16-oz. to the pound.

FOR PRICES AND PARTICULARS WRITE TO

HARRY C. MARLATT, General Sales Agent, **SIMCOE, ONT.**

The TORONTO SILVER PLATE CO., Limited

Silversmiths and Manufacturers of Electro Silver Plate.



No. 991—Fruit Bowl. Satin Bright Cut and Gold-Lined.
No. 840—Card Receiver. Satin Bright Cut.

No. 0177—Bread Tray. Satin or Bright Finish.
No. 715—Chocolate Pot. Embossed.

We are considered in Canada, **headquarters** for anything in Silverware, in either Flat or Hollow Ware. Anything stamped with our name, "**Toronto Silver Plate Co.,**" is **fully guaranteed** as to **quality**.

In buying Silverware from your jobber, see that it is stamped in that way.

Please bear in mind that we are **not** in the **Trust** or **members** of any **Silverware Association** or **Combine**.

FACTORIES AND SALESROOMS, King St. West, TORONTO, CANADA.

E. G. GOODERHAY, Managing Director.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, July 27, 1900.

HARDWARE.

A JULY week cannot but be quiet in the hardware business. The farmer in this month is harvesting, not building fences, and thus creating a demand for barbed wire, or fence staples, or bolts, or rivets, and such things. The sweltering heat leads the retail merchant to think of holidays, rather than the pushing of business. The traveler, too, in many cases, is off duty for the time being. Yet, a fair business has been done the past week. Building goes on, even as the farmer is harvesting, and a demand for nails, building material and shelf goods of all kinds is

created. Harvesting tools must needs be supplied to a needy public. So there are many lines which must be distributed, even when the mail is the only ordering medium available. That the mail-order business of the past week has been brisk is a proof of the satisfactory financial condition of the country.

BARBED WIRE—There is little doing in this line. Some few small orders have been received, but carlots are not spoken of yet. The price is unchanged, with the base at \$3.30 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—Trade is moderate. We quote as follows: Nos. 6, 7, and 8 guage, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45;

No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25, for small quantities.

SMOOTH WIRE—There is little demand for any variety of smooth wire. We quote \$3.00 per 100 lb. base.

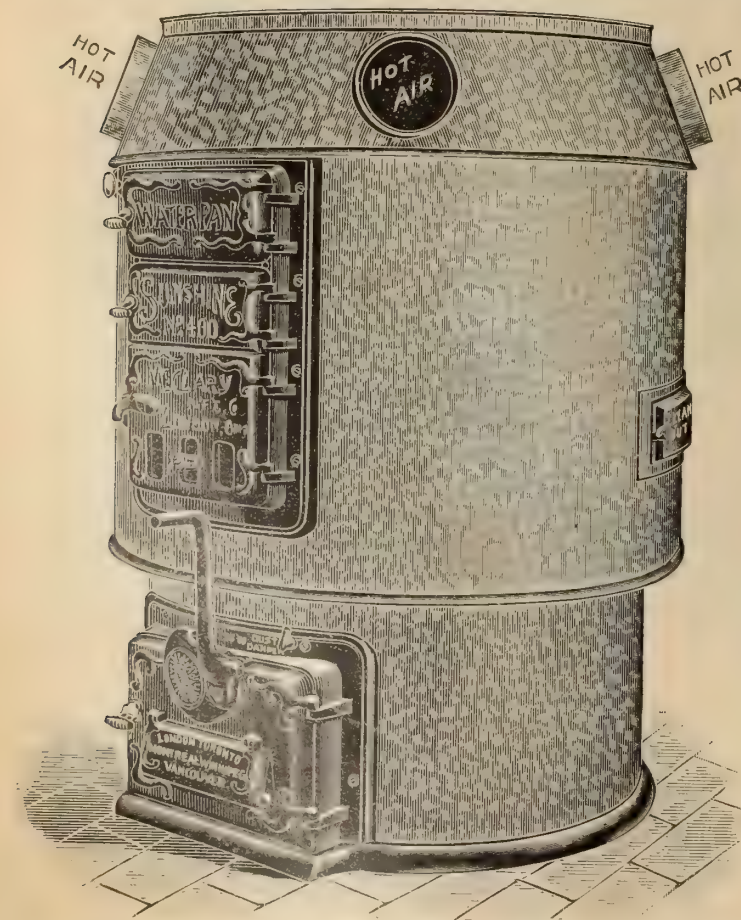
FINE STEEL WIRE—The discount is 15 per cent. off list. Business is rather dull in this line.

BRASS AND COPPER WIRE—There is not much inquiry. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Trade is dull at \$3.45 per keg of 100 lb.

WIRE NAILS—Some fair sorting orders have been received this week; in fact, wire nails are beginning to move quite freely

A NEW FURNACE



For any kind of Fuel {
ROUGH WOOD
KNOTTED WOOD
HARD COAL
SOFT COAL

Made in three sizes, with capacities ranging from 10,000 to 50,000 cubic feet. The most modern and powerful heater of its kind made in the Dominion.

They have larger heating surfaces than any other, and have . . .

Heavy sectional firepot,
Triangular grates,
Double fire door, size 11 x 15 in.
Direct or indirect draft.
Safety gas damper,
Steel plate dome and radiator.
They are easily set up, and cased.

A High-Class Furnace at a Low Price.

Descriptive matter will be mailed to Agents in a few days.

LONDON,
TORONTO,
MONTREAL,
WINNIPEG,
or VANCOUVER.

THE McCLARY MFG. CO.

American Sheet Steel Company
Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized

W. Dewees Wood Company's

Planished Iron

Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL



"BUILT TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD.
TORONTO
will bring you
tenders from the
best contractors.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

Prices are unchanged. We quote \$3.10 for small lots and \$3 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—The orders received for cut nails have been numerous this week. They are not moving in large quantities, but the sorting orders are of a fair size and appear to be increasing. We quote \$2.60 for small and \$2.50 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—There are not many being sold. The discount continues at 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—The demand is improving, and a more active market is anticipated. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow shoes, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$3.85; No. 1 and smaller, \$4.10; feather-weight, all sizes, \$5.10; toe weight steel shoes, all sizes, \$6.20 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—Now that it is reasonably certain that there will be no reduction, the demand is improving. Discounts are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 1/2 per cent.; flat head bronze, 67 1/2 per cent.; round head bronze, 62 1/2 per cent.

BOLTS—There are good quantities of bolts moving out, in consequence of fair sorting orders. Business men seem to have confidence in the situation as it is at present constituted. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52 1/2 per cent.; coach screws, 65 per cent.; sleigh-shoe bolts, 70 per cent.; blank bolts, 52 1/2 per cent.; bolt ends, 52 1/2 per cent.; nuts, square, 3 1/4 c. per lb. off; nuts, hexagon, 4c. off; stove bolts, 60 and 10; plough bolts, 50 per cent.; Norway bolts, full, square, 65 per cent.

RIVETS—The tone of the market remains unchanged. We quote discounts: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 50 per cent. off; swedes iron burrs, 45 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 50 per cent. off.

CORDAGE—Rope is moving quite freely in both manila and sisal varieties. The base prices are unchanged at 14c. for manila, and 9 3/4 c. for sisal.

TIN PLATES

"LYDBROOK," "TRYM,"
"GRAFTON," "ALLWAYS,"
"CANADA CROWN," ETC.

CANADA PLATES

"DOMINION CROWN" All Polished.
"ALLWAYS" best Half Bright.
"PONTYPOOL" Half Bright.
"DOMINION CROWN" Galvanized

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

Offer from Store,
Montreal, Toronto and Hamilton:

Special Values in Galvanized Iron

QUEEN'S HEAD, COMET
AND APOLLO BRANDS.

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

WHY BUY YOUR VARNISH IN BARRELS

and go to all the trouble of running to the cellar and measuring it out in small quantities?

It is a waste of time and varnish, and both cost money. *Elastilite* saves all this unnecessary trouble and expense.

It is put up in neat lithographed tins, from $\frac{1}{2}$ -pints to 1-gallon, with a large Show Can supplied free with the first 12-gallon order, in assorted sizes, making one of the most attractive ads. you can have in your store.

Elastilite advertises your business. It is a good varnish for all purposes, either inside or outside. Once used, no other can take its place.

—Manufactured only by—

The Imperial Varnish & Color Co.
LIMITED
TORONTO, CANADA.

WE HAVE A LARGE AND FULLY ASSORTED
STOCK OF

HARVEST TOOLS

Forks,

Rakes,

Hoes,

Scythes,

Snaths,

Spades,

Shovels,

Etc.,

and will guarantee prompt shipment from warehouse for immediate orders.

JOHN BOWMAN
HARDWARE & COAL CO.,
...London, Ont.

SPADES AND SHOVELS—The demand is encouraging. The discounts are 40 and 5 per cent.

FIREBRICKS—We quote \$17 to \$24 per 1,000, as to brand.

CEMENT—The market is firm here, in sympathy with foreign quotations. As yet, there is no change. We quote as follows: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

TACKS—The demand for tacks is quite active. Merely as base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

METALS.

In spite of the easy feeling that continues to prevail in the American iron market, there is a growing feeling of confidence here. Not only is it thought that prices will go no lower, but it is felt that they have no legitimate license to be as low as they are, and that an advance is not at all improbable. It is with that feeling that buyers are going into the market. Consequently quite an active trade has been done this past week. Bar iron, particularly, is in brisk demand. Ingot tin continues on the advance, while lead is also stiff. The situation in Canada plates remains unchanged.

PIG IRON—Fair transactions from \$23.50 to \$24.50 for Summerlee, on wharf, have taken place this week.

BAR IRON—The demand has been very active. We quote: \$2.20 to \$2.25 per 100 lb. f.o.b. Montreal.

BLACK SHEETS—There is no change. We quote the base on 8 to 20 gauge at \$2.95.

GALVANIZED IRON—A better tone prevails in galvanized iron this week. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—The tone is firm and the demand active. We still quote 17 $\frac{1}{2}$ c.

INGOT TIN—English advices show an advance of £2 per ton this week, and the price here is 37c.

LEAD—The tone is stiff, and we quote an advance to a base of \$4.65.

LEAD PIPE—Shows no change. We quote: 7c. for ordinary and 7 $\frac{1}{2}$ c. for composition waste, with 15 per cent. off.

IRON PIPE—The makers still remain apart, and we quote: $\frac{1}{4}$, \$2.95 per 100 ft.; $\frac{3}{8}$, \$2.95; $\frac{1}{2}$, \$3.10; $\frac{3}{4}$, \$3.45; 1, \$5.20; 1 $\frac{1}{4}$, \$6.75; 1 $\frac{1}{2}$, \$8.10, and 2-in., \$11.00.

TIN PLATES—Prices are firm and business is fairly active. We quote: \$4.50 for coke and \$4.75 for charcoal.

CANADA PLATE—As yet, there has been no change, and there is a difference of opinion as to how the market should be settled. English advices are low, but many here have bought supplies at high figures. We quote as follows: 52's, \$3; 60's, \$3.15; 75's, \$3.10; full polished, \$3.50, and galvanized, \$4.60.

TERNE PLATE—A few boxes of terne

plate are going out. The price remains unchanged at \$8.50.

SWEDISH IRON—Firm. We quote \$4.25 in carlots and \$4.50 for less.

COIL CHAIN—There is not much doing. We quote: No. 6, 13c.; No. 5, 11 $\frac{1}{2}$ c.; No. 4, 11c.; No. 3, 10 $\frac{1}{2}$ c.; $\frac{1}{4}$ -inch, 8 $\frac{1}{2}$ c.; 5-16, \$5.25; $\frac{3}{8}$, \$5.10; 7-16, \$5.00; $\frac{1}{2}$, \$4.75; 9-16, \$4.70; $\frac{5}{8}$, \$4.25; $\frac{3}{4}$, \$4.15; $\frac{7}{8}$, \$4.15, and 1 inch, \$4.15.

SHEET ZINC—Prices seem to vary from 6 $\frac{1}{4}$ to 7 $\frac{1}{4}$ c.

ANTIMONY—Unchanged at 10 $\frac{1}{2}$ c.

PAINTS AND OILS.

With the exception of a slight stimulus in the demand for paris green and liquid paints, there is nothing very special to mention in connection with the paint and oil market. There has been some inquiry for vermilion for agricultural implement work, and varnishes are being shipped a little more freely. Dry white lead continues to hold its own at the primary markets. The movement in Canada is only normal. Oxides and graphite paint for construction work seem to be in fair inquiry. We quote as follows:

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37 $\frac{1}{2}$; No. 2, \$6; No. 3, \$5.62 $\frac{1}{2}$, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$5.10; in kegs, \$5.35 to \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6 $\frac{1}{2}$ c.; in oil, pure, 9c.; No. 1, 7 $\frac{1}{2}$ c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 84c.; boiled, 87c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 69c.; two to four barrels, 68c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.20 to \$1.40 per gallon.

CASTOR OIL—Firm; $8\frac{3}{4}$ to $9\frac{1}{4}$ c. in wholesale lots, and $\frac{1}{2}$ c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

PARIS GREEN—Demand fair at firm prices; 1-lb. packets, 19½c., and drums, 18½c.

NAVAL STORES—An active business has been done in naval stores, and prices generally rule steady. We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. for colored, and 6 to $7\frac{1}{2}$ c. for white oakum, $5\frac{1}{2}$ to $6\frac{1}{2}$ c., and cotton oakum, 10 to 11c.

GLASS.

The Germans have withdrawn all quotations on glass and have advanced prices 4 points. Glass must advance in Canada in sympathy before long. The trade is only moderate. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PETROLEUM.

There is no change in petroleum quotations. Trade is remarkable only for its summer dullness. We quote: "Silver Star," jobbers, $16\frac{1}{2}$ c.; retail, $17\frac{1}{2}$ c.; "Imperial Acme," $17\frac{1}{2}$ and $18\frac{1}{2}$ c.; "S. C. Acme," 19 and 20c.; "Astral," 20 and 21c.

HIDES.

As last quoted: Beef hides, 8c. for No. 1; 7c. for No. 2, and 6c. for No. 3. Calfskins, 9c. for No. 1, and 7c. for No. 2.

MARKET NOTES.

Coil chain is lower.

Ingot tin shows 1c. advance.

Glass has been advanced 4 points on the German market.

The base price of lead is advanced from \$4.50 to \$4.65.

The establishment of The Canada Paint Company is closed down to-day, this being the occasion of the annual picnic of the employees to Otterburn Park.

A reduction in oil rates has been made by the C.P.R. and G.T.R. on all oil consigned in carloads from Petrolea, Sarnia, Buffalo and Detroit.

Contractor Davis, Quebec, has received several carloads of machinery, valued at over \$40,000, which will be used in the construction of the Quebec bridge. He has leased Victoria Cove.

Have You Seen Our New Catalogue ?

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We have spared no pains or expense in making this catalogue accurate and up-to-the-moment in every detail. You may be interested in knowing that the edition **weighs over Ten Tons and cost us upwards of Seven Thousand Dollars.**

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They are handsomely illustrated and full of interesting technical information.

METALLIC ROOFING CO., Limited KING and DUFFERIN STREETS, **Toronto.**
Wholesale Manufacturers.

ONTARIO MARKETS.

TORONTO, July 27, 1900.

HARDWARE.

THE wholesale hardware trade has been unmarked by any striking features during the past week. The only change in price we hear of is a reduction of 10 to 15 per cent. in bolts. A good many of the travelers are taking their holidays, and business through them is naturally thereby curtailed. At the same time, however, a large number of letter orders are being received, and trade is, on the whole, good for this time of the year. Retailers are, however, buying in small lots, and it is likely they will continue to do so for some time. There is scarcely anything being done in any kind of fence wire. Wire nails, while still quiet, are, if anything, meeting with a little better demand. Cut nails are dull. Business keeps fair in screws. Cutlery is beginning to move a little better, and the same may be said of arms and ammunition. Rope is quiet, but in binder twine trade is more active.

BARBED WIRE—There is very little being done either from stock or shipment from factory. We still quote f.o.b. Cleveland \$2.95 in carlots, and \$3.05 in less than carlots; f.o.b. Toronto, \$3.25 in less than carlots.

GALVANIZED WIRE—Business in this line is at a stand still. We quote as follows from Toronto: No. 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$5.10; No. 16, \$5.15. The f.o.b. price Cleveland for Nos. 6 to 9 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—There is nothing doing either in oiled or annealed or hay-baling wire. Base price, \$3 per 100 lb.

WIRE NAILS—There is a little more being done in wire nails, but the volume of business is still small. The feature of the wire nail trade this week is the number of letter orders that are coming in. We still quote carlots at \$3, and less quantities at \$3.10 per keg.

CUT NAILS—There are a few kegs going out, but trade in this line is flat. The base price is \$2.60 per keg, Toronto, Hamilton, London and Belleville.

HORSESHOES—Business is moderate, although without any special features. We quote, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.75; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$5.20; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$4; snowshoes, \$4.25; light steel shoes, \$4.20; featherweight (all sizes), \$5.20.

HORSE NAILS—The demand is just fair. Discount, 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

SCREWS—Business is not, perhaps, as active as it was, but there is still a nice trade being done. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—The feature of trade in this line is a reduction in the price of bolts and nuts, which went into effect on July 25. The reduction is approximately from 10 to 15 per cent. We quote as

follows: Norway bolts, full, square, 65 per cent.; common carriage bolts, full square, 65 per cent.; ditto, 5-15 and under, 60 per cent.; ditto, $\frac{3}{8}$ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 60 per cent.; bolt ends, 65 per cent.; nuts, square, 4c. off; nuts, hexagon, $4\frac{1}{2}$ c. off; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 55 per cent.

RIVETS AND BURRS—A fair trade is being done with price unchanged. We quote: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

ENAMELED WARE—Business continues fairly good.

ICE CREAM FREEZERS—A fair sorting-up trade still being done.

ROPE—Trade is quiet with prices as before. We quote: Pure manila, $13\frac{1}{2}$ to 14c.; "A" quality manila, $11\frac{1}{2}$ to 12c.; special manila, $10\frac{1}{2}$ to 11c.; sisal, $9\frac{1}{2}$ to 10c.

BINDER TWINE—Stocks in the country have been light, and, now with the harvest on, an improved demand is being experienced, although the buying is still of a hand-to-mouth character. Although the demand is better prices are easier. We quote: Pure manila, $12\frac{1}{2}$ c.; mixed, $9\frac{1}{2}$ c. sisal, 9c.

HARVEST TOOLS—There is quite a good demand for harvest tools, although the orders are individually small. Discount 50, 10 and 5 per cent.

SPADES AND SHOVELS—There is scarcely anything being done in this line. Discount 40 and 5 per cent.

SPORTING GOODS—Trade is becoming a little more active and wholesalers are beginning to make delivery of fall orders. A good trade is anticipated this fall.

CUTLERY—There is a fair business being done for fall delivery, and orders for the Northwest will soon be shipped.

CEMENT—The improved condition of the market continues, and is expected to do so until the end of the season. The demand outside is still heavy. We quote as follows in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

Although not many orders are being placed for forward delivery, the demand from stock is fair for this time of the year. Prices are being fairly well maintained, except, perhaps, for pig iron and bar iron.

PIG IRON—The market is still decidedly weak, and prices have declined in the United States from 50c. to \$1 per ton since our last review.

BAR IRON—It is difficult to ascertain just exactly the price of bar iron, as sellers appear to be willing to take almost any figure; \$2 to \$2.10, the former being for carlots, probably represents, as near as can be ascertained, the ruling prices. The demand is light.

HOOP STEEL—Business is moderate at \$3.25 base.

PIG TIN—It is claimed that a corner has existed for spot tin in New York, and the price there has reached \$35.50 during the week, but the receipt of fresh shipments has given the market an easier tone, there having been declines there as well as in London. Locally, prices are unchanged at 37 to 38c. There has been considerable buying in a small way.

TIN PLATES—A good business has been done in coke plates although at figures slightly under quotations. A fair trade is also being done in charcoal plates.

TINNED SHEETS—The demand has improved, although shipments have been small.

BLACK SHEETS—There has been a steady demand during the past week for small lots. Base price is unchanged at \$3.60.

GALVANIZED SHEETS—The demand has been much more active in this line during the past week. The movement from stock has been larger than for some time. Import orders are also arriving. We quote: 28 gauge, English, at \$5 in case lots, and American at \$4.60 in ton and half-ton lots. Add 15c. for smaller quantities.

CANADA PLATES—Orders in this line have been few. We quote: All dull, \$3.50; half-polished, \$3.60, and all bright, \$4.

IRON PIPE—Trade has been fair, with prices unchanged. Discounts are: Black pipe, $\frac{1}{4}$ to $\frac{3}{8}$ inch, 40 per cent.; $\frac{1}{2}$ inch, 60 per cent.; $\frac{3}{4}$ to 2 inch, $66\frac{2}{3}$ per cent.; larger sizes, 50 and 5 per cent. Galvanized pipe: $\frac{1}{2}$ inch, 40 per cent.; $\frac{3}{4}$ to 2 inch, 50 per cent.

LEAD PIPE—A fair trade is still to be noted. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

LEAD—There has been a fair movement in small lots. We quote 5 to $5\frac{1}{4}$ c. per lb.

SOLDER—The demand has been heavy in this line during the past week. We quote: Half-and-half, $21\frac{1}{2}$ to $22\frac{1}{2}$ c.; refined, 21 to $21\frac{1}{2}$ c., and wiping, $20\frac{1}{2}$ to 21c.

ANTIMONY—Business has been more active during the past week, and a fair volume of trade has been done. We still quote Cookson's at 11 to $11\frac{1}{2}$ c. per lb.

Oakey's 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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With Plated Rust Proof
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"THE LATEST AND BEST."
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PRIEST'S CLIPPERS
Largest Variety,
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Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

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BURMAN & SONS', LIMITED **HORSE CLIPPERS**

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.
Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.
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27 to 28 Gravity. Delivered in
barrels F.O.B. Cars here at 20c.
per gallon, barrel included.

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Pullman Sash Balance Co.
Makers of the
**"Pullman"
Hardware
Specialties**
Main Office and Works,
Rochester, N.Y., U.S.A.
On sale all round the globe.

COPPER—The demand has been small for ingot copper, and there has not been much doing in sheet copper. We quote 19½ to 20c. for ingot, and 23 to 23½c. for sheet copper.

ZINC SPELTER—Trade has been quiet in zinc spelter during the past week. We quote 7 to 7¼c. per lb.

ZINC SHEETS—Prices are lower and we now quote 6½ to 7c. for casks and part casks respectively. The demand for this line during the past week has been active.

PAINTS AND OILS.

The market remains quiet, although, considering the season, there is a fair amount of business being done. Turpentine, which, on account of the advance in Savannah, was expected to go up here, has failed to do so, and continues to fluctuate around the prices quoted. There is no change in the condition of the linseed oil market. Prices remain firm and are not expected to change till the fall. A small quantity of Canadian oil has been on the market this week, but sold at the same price as imported oil. The demand for paris green is still brisk, and the prices remain firm. We quote as follows :

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1 90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¼c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¼c.; tins, ½ lb. 22¼c.; packages, 1 lb., 19¼c.; packages, ½ lb., 21¼c.

PUMICK STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

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20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
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BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETTE**," suitable for Advertising Boards, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No., 68 St. Helens.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 71c.; two to four barrels, 70c., delivered to outside points. Toronto, Hamilton, London, Sarnia, Walkerville, Chatham, Dresden, Wallaceburg and Amherstburg, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

Prices have been advancing in Belgium, and dealers are looking for an advance here. A large quantity of glass has lately been coming into Canada. We quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united inches, \$6.00, Toronto. Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL.

There is a little better movement of old material this week, and dealers think it is the commencement of the fall trade. The market is, however, still quiet, and the demand is slight. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 10½c.; scrap lead, 2¾c.; zinc, 2½c.; scrap rubber, 5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—Another decline of ¼c. in cured hides is quoted this week, the price now being 8¼c. The market is very quiet. We quote: Cowhides, No. 1, 7¾c.; No. 2, 6¾c.; No. 3, 6c. Steer hides are worth ¾c. more. Cured hides are quoted at 8¼c.

SKINS—The market is rather dull. Spring lambskins have advanced 5 to 15c. since last week, and are now quoted at 35 to 50c. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring lambskins, 35 to 50c. each.

WOOL—There is no change in quotations this week, and the market remains very quiet. Combing fleece sells for 15 to 16c., and unwashed at 9½ to 10c.

PETROLEUM.

Market conditions remain practically the same as last week. A small amount of business is doing, though it is fairly satisfactory for the time of the year. We quote as follows: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, 17½c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

COAL.

The market remains quiet, and no change in prices will take place until next week, when there may be a difference for August shipments. Our quotations, for July shipments, for anthracite on cars at Buffalo and bridges are as follows: Nut, egg and stove, \$4.50 per gross ton, or \$4.01 per net ton; grate, \$4.25 per gross ton, or \$3.79 per net ton.

MARKET NOTES.

Bolts are quoted 10 to 15c. lower.

A harness shop will soon be opened by W. H. Brigham in Warton, Ont.

The Robin Hood Powder Co., Swanton, Vt., have leased Ed. Arpin's warehouse, St. Johns, Que., for the purpose of filling cart-ridges and then shipping them to various points in Canada.

Michael Carmody, carriagemaker, Egansville, Ont., has sold out his business to his brother, John Carmody, and has gone to Barry's Bay, Ont., with Herman Potter, blacksmith, Egansville, where both will carry on business with Michael Conlon, carriagemaker.

MANITOBA MARKETS.

WINNIPEG, July 24, 1900.

THE whole city is given over to decorations and festivity. The Earl of Minto can have no doubt as to the pleasure with which his visit is regarded by the citizens of Winnipeg. The volume of business for the week has been very fair. There is no change in this market in any line. We quote:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire.	10-3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.90 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge.	3 75
28 gauge.	4 00
Galvanized American, 16 gauge.	4 25
18 to 22 gauge	4 50
24 gauge.	4 75
26 gauge.	5 00
28 gauge.	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
IX	12 75
IXX	14 75
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots.	8 00
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	11 25
" 3/4	11 75
" 1/2 and 5-16	12 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00
Solder	23 1/2
Cotton Rope, all sizes, lb.	15
Axes, chopping	\$ 7 50 to 12 00
" double bits.	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round "	70 p.c.
Flat " brass.	70 p.c.
Round " "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage.	42 1/2 p.c.
Machine.	45 p.c.
Tire.	55 p.c.
Sleigh shoe.	65 p.c.
Plough	40 p.c.
Rivets, iron.	37 1/2 p.c.
Copper, No. 8, lb.	33 1/2 c.
Spades and shovels.	40 p.c.
Harvest tools.	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 75
No. 1.	1 25

Linseed oil, raw, per gal.	92
" boiled	95
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.	30 p.c.
" military.	15 p.c.
American R.F.	40 p.c.
C.F. pistol.	10 p.c.
C.F. military.	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge.	16 50
chilled, 12 gauge.	18 00
soft, 10 gauge.	21 00
chilled, 10 gauge.	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	7 25
Chilled.	7 50
Powder, F.F., keg.	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned.	75 and 2 1/2 p.c.
plain.	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.
Turpentine, by barrel.	80c.
Less than barrel.	85c.

ECONOMIZED MOMENTS AND GREATER RESULTS.

THE schools may do a great deal for a youth, but he can do more for himself. That is, what he makes of himself depend upon himself, and not upon the things that schools tumble into his head like loads of coal into a cellar.

You can overcome any defect of education if you care enough about it to try.

It is not much harder than learning to dance or play pocket-pool, and is about a billion times more satisfactory.

The ground that may be covered by the systematic use of even a small part of what we call "idle time" is amazing.

George Grote, the great Greek historian, was a banker. He had his evenings to himself. By resolutely devoting a short time every evening to study, in a few years he had taught himself Greek, mastered the whole range of Greek literature, filled his mind with the knowledge of Greece, and written his history, an imperishable monument of learning and research.

He did that with about half an hour every night.

Another man took 15 minutes a day, and in 10 years had so saturated himself with the choicest works of English literature that he had expert knowledge of them.

The "idle hours" are really the most valuable in life. There never was a successful man or woman who did not turn such hours to profit, and there never was man or woman who habitually wasted them and didn't end a failure.

It is rather an odd thought, but perfectly true, that there is at this moment probably not one poorly paid, hard-working young man — clerk, stenographer, salesman, artisan, laborer, office boy, whatever he may be—who has not ample time to make himself a great success in life, just as there are few who will make themselves anything but comparative failures. And what will chiefly determine one way or the other are the "idle hours," you can be very sure of that.—N.Y. Evening Journal.

DOG DAYS=

THE

CANADA PAINT COMPANY Limited

Respectfully announce to their clients and the trade generally, that, owing to the usual

MID^{SUM}SUMMER

holidays, the travellers will not be making their calls with their accustomed regularity. Mean-time, orders

By Letter
By Wire
By 'Phone

will continue to receive prompt attention.

Visitors will be cordially welcome at our

Head Office and Works,
572 William St., MONTREAL,
or at
90 Bay Street, TORONTO.

THE CANADA PAINT CO'Y, LIMITED.

CANADIAN ADVERTISING is best done by THE
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MONTREAL.

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of

"Union Jack" Galvanized Sheets
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Black Sheets
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Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

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TRENT CANAL.

SIMCOE-BALSAM LAKE DIVISION.

NOTICE TO CONTRACTORS.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Trent Canal," will be received at this Office until noon Friday, 24th August, 1900, for the construction of about thirteen miles of Canal between Kirkfield and Lake Simcoe, which will be divided into two Sections.

Plans, specifications of the work and forms of Contract can be seen at the office of the Chief Engineer of the Department of Railways and Canals, at Ottawa, or at the Superintending Engineer's Office, Peterborough, where forms of tender can be obtained on and after Tuesday, 24th July, 1900.

In the case of firms there must be attached the actual signatures of the full name, the nature of the occupation, and place of residence of each member of the same, and, further, an accepted bank cheque for the sum of \$15,000 must accompany the tender for each section; these accepted cheques must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the parties tendering decline entering into contract for work at the rates and terms stated in the offer submitted. The accepted cheques thus sent in will be returned to the respective parties whose tenders are not accepted.

The lowest or any tender not necessarily accepted

By order,

L. K. JONES,

Secretary.

Department of Railways and Canals, }
Ottawa, July 16th, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (31)

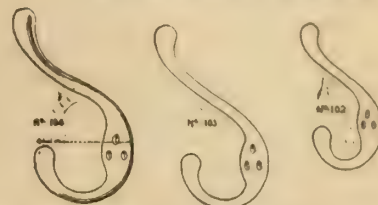
"BRASSIO"

Hat & Coat C. S. L. H. HOOKS.
2 Doz. No. 102

TRADE MARK

SAVE MONEY BY BUYING

Gunn's Patent Brassic Goods



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

THE GUNN CASTOR CO., Limited.

KNOX HENRY,

Canadian Agent, 220 Board of Trade MONTREAL

EXTENDED INSURANCE.

One of the many liberal features embodied in the
UNCONDITIONAL ACCUMULATIVE POLICY
issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

The James Robertson Co., Limited, St. John, N.B., are exhibiting paints and gas and plumbing fittings at Paris Exposition.

Wm. Appel, harnessmaker, Milverton, Ont., is going west, and has sold out his business to S. Rumford, Port Huron, who will take possession about August 1.

Short But Frequent Talks



Is our idea of advertising Oil Tanks. Merchants rather seem to fall in with the idea too, judged by the number of inquiries coming by every mail. This question is an all-absorbing one with us, of course, but we realize that other people may be equally absorbed in their own affairs and hence we endeavor not to tire or "bore" them by "harping continually on one string." It is unnecessary to say much about the elegant outfit shown herewith. It speaks for itself. It certainly is a beauty and a triumph of the cabinetmaker's art. And it's as good as it is handsome. In short, it is up to the Bowser standard, which is nothing short of "Perfection" in Oil Tanks. This is as fine an outfit as we build. We build others that work just as accurately, but are not so ornamental—they cost less—though none are expensive.

WE SHOW ABOVE, THE

BOWSER GLASS FRONT CABINET.

Finished in Antique Oak or Grained and varnished, with

PUMP Measuring GALLONS HALF GALLONS QUARTS
AT A STROKE.

Equipped with Steel Ball Cage Valves, Anti-Drip Nozzle and Dial Discharge Register. We build Forty-Nine other styles. You must be hard to suit if we can't please you. We should like to try. Send us your address to day.

S. F. BOWSER & CO., P. O. Box 564, TORONTO.
Factory: FORT WAYNE, IND.

HEATING AND PLUMBING

THE INFLUENCE OF PLUMBERS' ASSOCIATIONS.

THE educative influence is the most important and most productive of the influences exerted by the National Association of Master Plumbers or any of its subordinate branches. Some cynics may say, and they do say it, that the plumbers who are members of an association are engaged in a vain endeavor to increase prices, to grind down wages, to bring the supply men to low terms, or to confine and restrict the trade to themselves. Of course, such arguments carry no weight. But, be that as it may, who can deny the existence of

THE GREAT EDUCATIVE INFLUENCE

of the plumbers' associations? What plumber has joined an association with his confreres, has taken an interest in its welfare, and has attended a convention, without becoming thereby a better and more competent plumber?

And yet the convention does not take the form of a school, nor does the entertainment at a monthly meeting of an association take the form of essays on different branches of sanitary science. Perhaps, the meeting would be more profitable; perhaps, there would be greater education, if such were the case. But it is not. How, then, is it that an association plumber is

A MORE FIT MEMBER

of his profession than his isolated neighbor who has served as long an apprenticeship? It is simply because he has new duties imposed upon him.

He takes a different view of the purpose of his profession. He will not sacrifice good plumbing for immediate gain or for the securing of a contract. He learns the advisability of doing good work; he recognizes his responsibility.

In his address, this year, to the National Master Plumbers' Association, President Harris said: "Let us educate our members in the way of protecting the public in giving them good work. Let us have in our association none but men who understand that we have to reduce the work of doctors, by preventing disease, in giving the public the very best sanitary plumbing." That is the main purpose of the plumbers' associations in Canada to-day, and it is the inflexible determination of the associations to accomplish this aim that has reduced this education to tangible form. This tangible form is

SANITARY LEGISLATION.

Nearly all Canadian legislation that appertains to plumbers or plumbing has originated with associations of the members of the profession.

That work is still going on, and, as efforts are succeeding, wider fields of operation are opening out. As a matter of fact, the campaign has only begun, and will not end even with the triumphant achievement of a national plumbing code. But, meanwhile, small successes are being gained in different sections, all the way from Halifax to Victoria. Let us look at

SOME OF THE ACCOMPLISHMENTS

of the past year. The Toronto plumbers carried on a campaign against some proposals that were not calculated to elevate the profession. The Brantford Plumbers' and Steamfitters' Union showed up the incompetency of a plumbing inspector, and improved their system. The Hamilton plumbers clamored for by-laws, and exposed the ridiculous and impracticable side of some regulations proposed by the board of health. The Halifax plumbers have established an examination board. But the most important success is now being gained in Montreal, where the council is passing a code which will

FORCE ALL MASTER PLUMBERS

to pass an examination and make them responsible for the work they do. Certain building regulations will also concern the plumbers. Vitrified tile, for instance, will have to be laid in cement. Hitherto, although the Montreal plumbers were well posted on the science of plumbing and sanitation, low prices have prohibited them from putting in the best work. Consequently, the public health has not been safeguarded. It is hoped that the new laws and new inspectorate will improve the condition of affairs. And so the work goes merrily on.

PROVINCIAL CODES NEEDED.

Is it not high time that Provincial codes was formulated, and an agitation for their enactment commenced? The plumbers' examination ought at least, like that of the doctors, to be a Provincial affair.

It is to be hoped that the plumbers in unorganized towns will look after their own interests by coming together and cooperating

in the task whose accomplishment will only be for their own interests.

The educative influence should be made far-reaching. It comes from association. So there should be an association in every town that counts plumbers amongst its inhabitants.

PLUMBING NOTES.

M. J. Chisholm has withdrawn from the firm of Chisholm & Co., plumbers, New Glasgow, N.S., and he and Charles H. Mackay have formed partnership as Chisholm & Mackay. They will carry on business in the same place.

TENDERS FOR A STATION.

Tenders for the building of the new fire station at Hochelaga were accepted at the meeting of the Montreal Fire Committee last Thursday. It had been decided to call for tenders for the work separately. The following is the result:

J. H. Lambert, painting and glazing, \$593; F. Decarie & Sons, plastering, \$398; J. H. Giroux, plumbing and heating, \$1,090; J. H. Giroux, roofing, \$725; Chapleau & Lebeuf, carpenter work, \$4 384; O. Martineau, masonry, \$3,111; J. B. Lalonde, Electricity, \$450; P. Lebeuf, ironwork, \$1,747; L. J. Rochon, brickwork, \$2,497.

PLUMBING APPRENTICESHIPS.

AT the annual convention of The National Association of Master Plumbers of the United States, the question of apprenticeship was opened by the reading of the apprenticeship committee's report. This report favored the securing of an agreement from the journeymen plumbers and restriction in the number of apprentices.

In the discussion that followed, many opinions were heard. One member did not agree in restricting the number of apprentices; if the trade school plumber was proficient he must be recognized, and if the members of the association could not hold their own, they must go to the rear. It was pointed out by another that there were agreements existing between masters and journeymen masons, plasterers and roofers, and the plumbers needed an apprenticeship agreement also. The restricting of the number of apprentices was several times objected to, one plumber saying that he refused to relinquish the right of being master of his own shop. Reference was

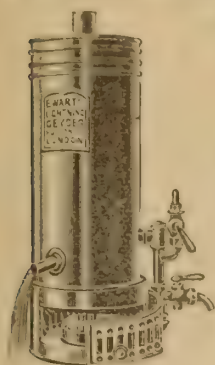
PLUMBING Recommendation

A satisfied customer—the kind that will come again—is obtained by good work and good goods.

The J. M. T. Cushion-Disc Faucet is a good one. Made in the different varieties for Bath, Basin, Sink and Laundry. Has a double washer, prevents hammering, unique in design. An advertisement for the plumber who uses them. The trade supplied by

The Jas. Morrison Brass Mfg. Co.

TORONTO Limited.



HOT WATER INSTANTLY, NIGHT OR DAY.

Boiling Water in a Minute.
Hot Bath When Wanted

EWART'S "LIGHTNING" GEYSER

FOR GAS OR OIL.

346 EUSTON ROAD,
LONDON, ENGLAND.
Illustrated Price List Free.

Refrigerators

BUY

EUREKA

it is the best.

WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

Eureka Refrigerator Co.

This cut represents No. 13.

54 Noble St., Toronto

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

515 Board of Trade Bldg., MONTREAL, QUE
Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of

High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere.

**Berlin Felt Boot Co.**

BERLIN, ONT.

Manufacturers of

HAIR FELT

Made in
1/2 INCH
3/4 "
1 "

For Water and Steam Pipe Covering.

We keep a Large Stock to make Prompt Shipments.

AS GOOD AS THE
BEST, AND BETTER
THAN MOST.

The Bailey



Cutlery Co.

BRANTFORD, CAN.

**Special list of low-priced Japanned
and Regalvanized Wire Cloth.**

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

made to the plumbers' strike in Philadelphia, in which the master plumbers had won, as the best workmen had shown that the agitator who caused the strike was their enemy; and now the Philadelphia plumbers were forming independent local associations. The abolition of the helper was thought by some to be the proper solution of the question. "Do we wish," said one, "to regulate the apprenticeship question so as to give the journeymen the upper hand, or do we wish to regulate it so that the apprentice will become a good workman? I think the question could be settled so as to help the East without hurting the West. I favor using only the apprentice and doing away with the helper; then doing honestly by the apprentice and endeavoring to make him a thorough workman." Still another speaker favored allowing each section or locality to settle the question according to its requirements.

The motion, that the committee be continued, and the report be referred back to them, so that, in connection with The National Executive Committee, they could work for a final agreement and report at the next convention, was carried.

TORONTO PLUMBING AND HEATING CONTRACTS.

W. Mashinter & Co. have secured the contract for the plumbing in Maxwell Carr's dwelling on St. Patrick street.

SOME BUILDING NOTES.

Louis Thibault is building a residence in Quebec city.

A new Mosonic Hall is to be erected in Sombra, Ont.

A Baptist college is being built in Brandon, Man.

A new school building is being erected in Ottawa.

A new church is being built at Port Elmsley, Ont.

John Burns is building a dwelling at Port Arthur.

A new schoolhouse will be built in Bethel, Ont.

Dr. Beeman is building a new house in Newburgh, Ont.

A new Methodist church will be erected in Sydney, N.S.

A. O. Pasley will shortly build a dwelling in O'Connor, Ont.

A Salvation Army Barracks is being built at Carberry, Man.

Tenders are called for to erect a town hall at Gravenhurst, Ont.

L'Academie Ste. Marie will be reconstructed immediately in Montreal. The

building will be three storeys high, with basement for gymnasium.

A. Fawcett is building a new house in Nation Valley, Ont.

McKay & Mathieson are building a new store at Beaverton, B.C.

Archie M. Reid, Olivet, Ont., is building a new warehouse in that place.

Tenders are asked for the erection of a school building at Winnipeg, Man.

A school building is to be erected at North Bay, Ont., to cost \$11,000.

The City Dairy Co., Toronto, will erect a brick and stone building in that city.

Reeve McGregor, of Southampton, Ont., intends to build a residence in that place.

C. R. Cunningham will erect a residence on MacLaren street, Ottawa, to cost \$3,500.

S. Henry, Cornwall, Ont., is building a large addition to his store at Maxville, Ont.

The Sisters of Providence will erect a large building for school and other purposes in Montreal.

An extensive annex is being built to the Bank of Montreal, Wellington street, Ottawa.

The Robertson-Taylor Co.'s factory at Guelph, Ont., is expected to be commenced on August 1.

A Dominion Government building is to be erected in Kamloops, B.C., providing accommodation for a post office and other offices.

Building permits have been issued in Toronto this week as follows: B. J. Judge, four two-storey attached roughcast, brick-fronted dwellings on Taylor street, \$1,500; Mr. Emma Edward, pair two-storey semi-detached brick dwellings, 410 and 412 Manning avenue, \$3,800; R. Watson, one-storey brick dwelling, Withrow avenue, near Broadview avenue, \$1,800; Rice, Lewis & Son, five-storey brick addition to warehouse, corner King and Victoria streets, \$10,000; Wm. Williamson, pair two storey semi-detached brick and roughcast dwellings, Gerrard street, near Bolton avenue, \$4,000.

AGENT WANTED FOR PAINTS, ETC.

A firm of oil and color manufacturers in Edinburgh, Scotland, whose name is among the few on the list of the British Admiralty, is desirous of opening an agency in Canada for paints and varnishes.

HARDWARE AND METAL will be pleased to forward communications from applicants.

Charles Reimann, a carriage blacksmith of Winnipeg, Man., has invented a new swivel for the front axles of wagons by which the vehicle can turn in half the space required by the old-fashioned rigs.

TILBURY BUSINESS MEN.

MR. W. C. Crawford, general, or you might say departmental store, for you could scarcely conceive of any article he does not carry in his monster new premises in Tilbury, which for modern convenience could hardly be improved on. Mr. Crawford is a hustler, and has the tact to do everything in systematic order, and although kept so busy in superintending so large a business, has always time to see all callers, and dispose of them in a way which makes them feel they would like to call again. Judging from the fine premises and active business carried on there, the Tilbury merchants must be prospering.

Since I last visited Tilbury, Mr. J. S. Richardson, general merchant, has moved into his large new brick premises, 40 x 155 ft; with plate glass front, 14 x 37 ft. This is one of the finest stores I have seen. There is not a single pillar to obstruct the view over the whole floor, the ceilings being supported by steel girders. On the first floor, dry goods, boots, shoes, hats, caps, and ready-made clothing are tastily arranged, while, at the back, the grocery department is located. On the south side is a fine suite of offices of fine workmanship, finished in ash. The second floor is devoted to the millinery, carpet and housefurnishing lines. The building is heated throughout by steam, lighted by electricity, and cash carriers traverse the whole store.

Mr. Richardson is an active business man, and courteous to everyone. He reports business good.

A NOISE-PROOF HOUSE.

It is stated that a man in Chicago has recently completed what is claimed to be a noise-proof house, as a protection to himself and his family against street din. The house is pointed to by the anti-noise agitators as a possible solace to persons suffering from midnight cat cries, dog barks and railroad whistle screechings, and daybreak crowing of roosters, banging of delivery wagons and rattling of coal shovelers. This plan is the filling of all cracks and apertures in the house which might admit sound with a material so constructed as to afford access to air while shutting out noise. The material which the owner says discriminates between noise and air is in the form of strips of rubber, perforated with zigzag holes. Through this the air is admitted, while the noise is softened or completely deadened, the sound waves dying out in repeated reflections in the crooked passages. These strips of rubber have been placed over all cracks around the doors and windows of the house, and two months' experience with the plan has convinced the owner, he says, of its practicability.—Metal Worker.

ISLAND CITY



The best way for a hardware dealer to insure the success of his business is to handle

The Island City Mixed Paints
 Floor Paint dries hard in 8 hours
 The Island City Varnishes
 The Island City White Lead
 The Island City Pure Colors in Oil and Japan.

Customers are sure when they buy our Island City Paints that they get the best value for their money.

P. D. DODS & CO., Proprietors, 188-190 McGill Street, MONTREAL.
 TORONTO, HALIFAX, WINNIPEG.

ALUMINUM SAFETY CHAIN



We are now making ALUMINUM "PLUMBERS" and "REGULAR" SAFETY CHAIN. The price is low, and for many purposes it is better than the ordinary chain. We, of course, continue to manufacture the brass chain, making all the standard sizes and styles together with a complete assortment of accessories such as Shooks, Split Links, etc. Special Plumbers' chain price list on application.

ONEIDA COMMUNITY, Limited, Niagara Falls, Canada

THE FAIRBANKS CO.

NORTON EMERY WHEELS

properly selected for your work will give better results than any wheel you have used. We carry at all times a large assortment of wheels, and have many customers on our list for whom we carry special wheels.

We should like to do it for you.

NORTON BENCH
 AND
 FLOOR GRINDERS.

THE FAIRBANKS CO.

749 CRAIG STREET,



MONTREAL, QUE.

THE QUESTION OF QUANTITY DISCOUNTS.*

By J. D. Moore.

IT was suggested by our secretary that what I have to say would be merely introductory to the subject, which would be discussed by the convention, and, as a consequence, what I shall have to say to you will be an impromptu talk, as I prepared no particular remarks upon this subject, and do not expect to take very much of your time.

This is a question on which there is argument on both sides. The question of quantity discounts has been recognized for a long period of time. It has the precedence of history behind it, and it has some arguments in favor of it. We might say the very question of being a jobber itself carries with it the idea that we are entitled to a differential on account of the quantities we take, and that is true. A manufacturer will say that he can handle large quantities for less expense, and he can manufacture them more cheaply, and have less invoices to make out, and you can give a number of reasons why a quantity would be more favorable to him, and why he would be ready to grant it, because he likes to introduce large purchases and dispose of his product as rapidly as he can.

But it is necessary to look at the other side of this question. There are some dangers in this direction. The trade, as we all know, even among jobbers, have not the same capacity as to quantity. Some jobbers, who are legitimate jobbers, cannot take as great quantities as some other men who are jobbers as well and can handle large quantities.

LARGE JOBBER USES EXTRA DISCOUNT.

If we make preference in this direction, a danger arises, because the large jobber will use his extra discount to invade the territory of the smaller jobber and very often make a price upon which the small jobber cannot work. In order for this small jobber to get the extra discount he takes a quantity that he is not able to dispose of with the legitimate trade. Consequently he seeks a fellow jobber, or someone else, or perhaps the retail trade,* and makes a price on his surplus that breaks him up, because he says, "It is better for me to dispose of half of my product at cost in order that I may get the price on the other half on such basis as I can handle it." He is not thinking at the time that he will produce any demoralization, but he does. There is no condition with this jobber. When he goes and overloads himself he finds difficulty in meeting his bills, and he finds the bills are maturing

and he must realize, so he goes into the market somewhat desperate and creates considerable harm. Here he does harm to the larger buyer, who can handle the quantity required. He goes out and demoralizes his trade, and makes a price at which, if he sells his goods, there will not be that profit there ought to be, and there comes up a long story and the many evils that follow overbuying and a demoralized market.

Another thing. If you get this extra discount, then very often the small man can take the small quantity through a syndicate buyer and get an advantage of the large man, of the man who takes larger quantities. The syndicate buyer will take the quantity himself, and he will give these prices to the smaller man, or to a man who can handle more goods, but not enough to take the extreme quantity. I was told recently, by the representative of a bolt manufacturer, that the recent price on bolts was broken through a syndicate buyer selling his goods to his own customer at less price than the manufacturer did. The syndicate buyer, having a number of customers, could take the quantity very easily, and, making an extremely low price, the market was broken, and demoralization came, and a great deal of trouble followed.

CLASSIFY THE BUYERS.

My theory is to classify your buyers. Legitimate jobbers should have the same price, because the small jobber has just as much expense going out hunting the business as the large jobber; his traveling man has to pay railroad fare and hotel bills, and the salaries are the same as the large jobber. When he goes out he ought to be placed on a footing whereby he could secure the business and have the same share of profit as the large man, and then he can keep the larger man from coming into his territory and demoralizing the price. I understand and realize that this question of classifying buyers is a difficult one, even among jobbers themselves. When it comes to taking the quantity, there is some difficulty.

We ought to have wise heads in the selection of what are legitimate jobbers, and they should be put on the same plane. While that may seem unjust to the large man, and reasoning along the first principles of the quantity which has been recognized and recognized so long, I think the evils that flow from it are greater than they would be to classify your buyers and put all in the same class as to quantity, but if he is a jobber then he is as much entitled to the

prices where he has to send out and hunt for trade as the large man, so he would not have to sacrifice his profits in order to get the goods into the market.

As I said at the outset, my remarks were intended as introductory, and I hope there are some other gentlemen here who have ideas on this subject, because there is argument for both sides, but my conclusion is that a classified list of buyers is the best and best.

CANADIAN WALL PAPER AT PARIS.

P. DARTIGUENAVE, the leading New York designer, has written a letter to a New York wall paper journal as follows relative to his observations at the Paris Exposition.

PARIS, June 20, 1900.

In my last letter I told you I would write to you again about what I might find interesting in the wall paper exhibits of the Paris Exposition. The other day I was visiting the English Colonies, when I was agreeably surprised to see a beautiful display made by The Watson, Foster Co. in the section of Canada. They have a very large and splendid showcase where one can see a selection of the best samples of their line. I was not the only one to be attracted by their showing, for a whole crowd were standing around, admiring the richness of the colorings and the grace of the drawings. One of the company's best and most attractive samples is a large parlor paper in half-tapestry shades and with a heavy gold background. I have hardly ever seen anything of a more striking and artistic effect. I will not try to depict to you all the good things I have seen in their exhibit. A design is something that must be looked at; a description of it is hardly interesting. Still, I will tell you that their assortment is complete. Florals, heraldics, halls, scrolls, etc., are in great variety. Besides their central display, they have a number of panels, spread a little all over the rooms of the Canadian section.

I have also noticed in the section of the United States two beautiful rooms decorated with papers of Wm. Campbell & Co. You have already given their complete description in your weekly paper, so I need only tell you that they are of great taste and attract a great deal of attention.

Do I need to tell you that the exhibition here is now in full bloom? Paris is no more the capital of France, but seems to be in the hands of strangers, for one can hear all languages spoken here. Americans especially, are in great numbers. They will find here all they want that is interesting, for the American exhibit alone is of great importance, and it would take several months to study it thoroughly.

Yours, most sincerely,

P. DARTIGUENAVE,
31 Avenue de la Republique,
Nanterre, near Paris, France.

* Paper read before the convention of the Southern Hardware Jobbers' Association.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyt & Fairbank**

Petrolia, Ont.
Headquarters for ..

**Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.**

McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers.
Montreal
Price Lists on application

COOPER PATENT ELBOWS

Bright and Common.



E. T. WRIGHT & CO.

Sole Manufacturers
HAMILTON, ONT.



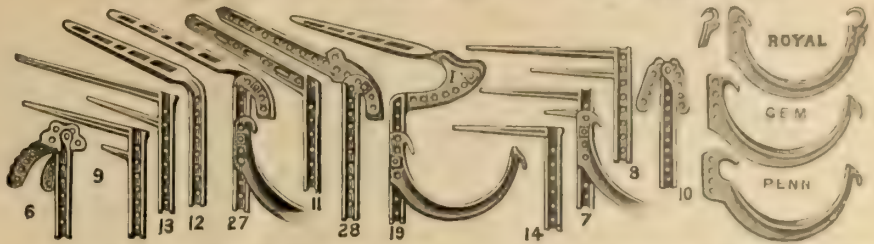
"JARDINE"

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

Berger's Gutter Hangers.

The very best made. Strong and easy to put up and adjust. By proper selection of the shank the required
for any style eave will be met. Other kinds of Hangers, Pipe Hooks and Fasteners, Gutter and Pipe, and a general
line of **Tinners' and Roofers' Supplies.**

BERGER BROS. CO.,

PHILADELPHIA, U.S.A.

MANUFACTURERS

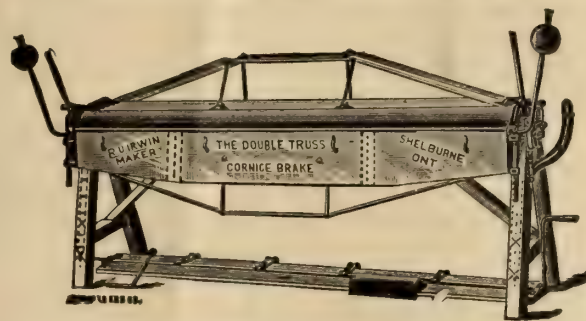
**Babbitt Metals . . .
Tinners' and Plumbers' Solder
Ingot Brass, etc.**

IMPORTERS AND DEALERS

**Pig Tin, Pig Lead
Ingot Copper . . .
Antimony, etc.**

SYRACUSE SMELTING WORKS.

Factories: MONTREAL,
and SYRACUSE, N.Y.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

STEVENS ...FINE TOOLS

We make a perfect line
of

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool
Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools.
It is also a valuable hand-book of information for mechanics and people
interested in such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass, U.S.A.

Carried by our representatives at Toronto and Montreal.

HUTCHISON, SHURLY & DERRETT

**DOVERCOURT
TWINE MILLS.**

**1078 BLOOR STREET WEST
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

**Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Shipping Ropes, Jute, Hemp and Flax Twines.**

IRON ORE MOVEMENT FOR 1900.

THE effect of the curtailment movement all along the line, from blast furnaces to steel works, rolling mills and foundries, is seen at length in iron ore. The Mesabi range, where the proportion of advance sales to estimated production was smaller than on the old ranges, responded first. Several properties have been entirely shut down, including the Victoria and Sauntry, and there has been a reduction of forces at the Auburn, Biwabik, Oliver and other mines. On the Marquette range the forces at the Cambria and Lillie mines have been reduced one-half and the Volunteer mine has been closed down. The Cuff mine on the Menominee range will be worked for an output of 50,000 tons instead of 125,000 tons as intended. At a number of the other properties there is a revision of early estimates which will work a considerable reduction in outputs scheduled.

We call attention to this condition in view of the exception taken in some quarters to a recent statement in these columns that the total shipments for the season promised to be nearer 16,000,000 tons than 20,000,000 tons, or rather under than over 18,000,000 tons.

In the case of the large steel companies, which have their own ore supplies, it is certain that their ore programmes will be modified in the balance of the season by the demand upon them for finished material, and that shipments in the closing months of the season are likely to show a substantial decline from the present price. More than ever, with so large a proportion of the output of Lake Superior ores going to mine-owning steel companies, can the movement of ore be adjusted to conditions arising after the season is fully under way.

The Mesabi range programme of 8,000,000 tons is certain to be materially reduced, and the output is not likely to exceed 6,626,384 tons of last year. Here are nearly 1,500,000 tons to be taken from the 20,000,000-ton estimate. On the old ranges, too, every effort will be made to adjust shipments very closely to consumptive needs as they shall be made plain in the remaining months of the season. If such a shutting down of blast furnaces takes place as is now discussed, it can be seen that an 18,000,000-ton estimate for the water shipments of Lake Superior ore this year will still leave large lee-way for the ore that will go on dock. And with freights at this year's height it will be appreciated that this factor will be reduced to the very lowest. The best estimate of the consumption of Lake Superior ores between May 1, 1899, and May 1, 1900, puts the total close to 18,000,000 tons. Who doubts on which

side of that total the statistics for the year ending May 1, 1901, will fall?—Iron Trade Review.

TORONTO'S GREAT ALL-CANADA EXHIBITION.

"Educational and Entertaining, Aggressive and Progressive," are the very appropriate watchwords adopted by The Toronto Industrial Exhibition this year, which will be held from August 27 to September 8. This is the twenty-second successive year of Canada's great Exposition at Toronto. It is the intention to make the exhibition immediately approaching superior to all its predecessors.

A good deal of the space has already been taken up, and a number of entries have been made, but there are so many divisions comprised in the prize list, with its 131 classes and \$35,000 in premiums, that there is ample provision for all; and, talking of those divisions, it is interesting to note that there are no fewer than 55 in class 128, knitting, shirts, quilts, cloths, etc.; 354 in class 54, poultry; and an average of 16 or 17 in each of the two dozen classes devoted to horse and cattle. This will give some idea not only of the scope of Toronto's Great Exposition, but also of the opportunities offered to secure a prize.

It is a little early to refer to what is promised in the way of entertainment, but, when it is stated that \$30,000 is spent annually on this department, visitors have ample guarantee that they will be abundantly provided for, and the admission to the Toronto Exhibition with its myriads of attractions is only 25c.

Entries close on August 4, and prize lists can be had by addressing H. J. Hill, Manager, Industrial Exhibition, Toronto. As last year, so this, the exhibition will be inaugurated on Tuesday evening, August 28, with a brilliant Military Tattoo. Reduced rates will be given and excursions held on all lines of travel.

THE SMALL BLAST FURNACES.

Pig iron production was reduced 13,000 tons last month, while the reduction in the number of furnaces in blast was only nine. This looks as if the blowing out of furnaces were due to other considerations than the decline in prices. The large furnaces can produce most economically; it is the small furnaces that blew in last, after prices got high, and that were expected to blow out first as prices declined. No large number of them have been shaken out yet. If there is any profit at all for the small furnaces there must still be a good margin for the larger and more modern and better located ones, and the buying will hardly fail to revive when there is good reason for supposing that prices can go no lower without a large reduction of output.—New York Journal of Commerce.

BIG CARGO FOR MANCHESTER.

The Manchester Trader, which has cleared from Montreal for Manchester, has on board a large cargo, comprising 2,915 bales of pulp, 371 rolls of paper, 1,920 doors, 3,500 bags of grape sugar, 9,522 bushels oats, 68,000 bushels wheat, 410 boxes of cheese, 254 bundles of dressed lumber, 742 packages boards, 121 packages of meat, 1,380 boxes of butter, 14 bales of boards, 19,508 deals, 599 bundles of hay, and 410 head of cattle.

The merchants of Merriton, Ont., have agreed to close their stores every afternoon through July and August.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

Portland Cements

BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.

"MIDLAND" BRAND Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

James Warnock & Co., - Galt, Ont.

CURRENT MARKET QUOTATIONS.

July 27, 1900.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 37	0 38
traits	0 37	0 38

Tinplates.

M.L.S., equal to Bradley.	Per box	
I.C., usual sizes	\$7 00	
I.X., " "	3 50	
I.X.X., " "	10 00	
Famous—		
I.C., " "	7 50	
I.X., " "	8 50	
I.X.X., " "	9 50	

Raven & Vulture Grades—		
I.C., usual sizes	5 25	
I.X., " "	6 25	
I.X.X., " "	7 25	
D.C., 12½x17	8 25	
D.X., " "	4 75	
D.X.X., " "	5 50	
D.X.X., " "	7 50	

Coke Plates—Bright		
Bessemer Steel—		
I.C., usual sizes	4 60	
I.C., special sizes, base	4 85	
20x28	9 50	

Charcoal Plates—Terns		
Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	9 50	
I.X., Terns Tin	11 50	

Charcoal Tin Boiler Plates.	Per lb.	
Cookley Grade—		
X X., 14x56, 50 sheet bxs	0 07	0 07½
" 14x60, " "		
" 14x65, " "		

Tinned Sheets.		
72x30 up to 24 gauge	0 08	0 08½
" 26 " "	0 08½	0 09
" 28 " "	0 09	0 09½

Iron and Steel.

Common Bar, per 100 lbs	Base Price	
Refined " "	2 00	2 10
Horse Shoe Iron	2 35	
Hoop steel, 1½ to 3 in. base,	2 50	
extras for smaller sizes	3 25	
Sleigh Shoe Steel " base	2 35	
Tire Steel	2 55	
Machinery	2 60	
Steel, per lb.	0 00	0 00
Each Calk Steel	2 80	
Boiler Plates, 1-5 and thicker.	3 00	3 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	0 13	0 14
2 " "	0 15	0 16
3 " "	0 18	0 19
4 " "	0 19	0 20

Steel Boiler Plate.

1½ inch	3 25	
3-16 inch	3 40	
¾ inch and thicker	3 25	

Black Sheets.

18 gauge	3 20	
20 " "	3 20	
22 to 24 " "	3 30	
26 " "	3 40	
28 " "	3 60	

Canada Plates.

All dull, 52 sheets	3 50	
Half polished	3 60	
All bright	4 00	

Iron Pipe.

Discounts are as follows—Black pipe, 1½ to 2 in., 41 per cent. ½ in., 60 per cent. ¾ to 2 in., 66½ per cent. Larger sizes, 50 and 5 per cent. Galvanized pipe, ½ in., 40 per cent. ¾ to 2 in., 50 per cent.		
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Galvanized Sheets.

16 gauge	G. O. Comet.	Ame	Head	Queen's
18 to 24 gauge	4 50	4 20	4	4 25
26 " "	4 75	4 45	1 40	4 50
28 " "	5 00	4 70	4 60	5 00
Less than case lots, 15c. per 100 lb. additional.				
28 gauge American equals 26 gauge English.				

Chain.

Proof Coil, 3-16 in., per 100 lb		
" ½ " "	8 50	
" 5-16 " "	4 85	5 35
" ¾ " "	4 80	5 30
" 7-16 " "	4 50	4 95
" 1 " "	4 60	5 10
" 1 ¼ " "	4 20	4 65
" 1 ½ " "	4 15	4 60
" 2 " "	3 70	4 10

Halter, kennel and post chains, 40 and 50 p.c.		
Cow ties	40 p.c.	
Stall fixtures	35 p.c.	
Trace chain	25 and 5 p.c.	
Jack chain, iron, single and double, discount 35 p.c.		
Jack chain, brass, single and double, discount 40 p.c.		

Copper.

English B. S., ton lots	0 19½	0 20½
Lake Superior		
Bolt or Bar		
Cut lengths, round, ½ to ¾ in.	0 23½	0 25
" round and square		
1 to 2 inches	0 23½	0 25

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23	0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 23	0 23½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.		
Tinned copper sheets	0 26	
Planished	0 32	

Brass.

Boilers and T. K. Pitts.		
Pain Tinned, per lb	0 28	
Spun, per lb.	0 32	
Roll and Sheet, 14 to 30 gauge, 10 per cent.		
Sheets, hard-rolled, 2x4	0 24	0 25
Tubing, base, per lb.	0 24	0 25

Zinc Spelter

Foreign, per lb	0 07	0 07½
Domestic " "		

Zinc Sheet.

5 cwt. casks	0 06½	
Part casks	0 07	

Lead.

Imported Pig, per lb	0 05	0 05½
Bar, 1 lb.	0 05½	0 06
heats, 2½ lbs. sq. ft. by roll.	0 05½	0 06
Sheets, 3 to 6 lbs.	0 05½	0 06
NOTE.—Cut sheets ½ cent per lb. extra.		
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.		
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.		

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

Sold Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder.

Bar half-and-half	0 21½	0 22½
Refined	0 21	0 21½
Wiping	0 20½	0 21

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 11	0 11½
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White Lead.

Pure, Assoc. guarantee, ground in oil		
25 lb. irons	6 87½	
No. 1 do	6 50	
No. 2 do	6 12½	
No. 3 do	5 75	
No. 4 do	5 37½	
Munro's Select Flake White	7 12½	
Elephant and Decorators' Pure	6 87½	

Red Lead.

Genuine, 560 lb. casks, per cwt.	\$5 50	
Genuine, 100 lb. kegs, per cwt.	5 75	
No. 1, 560 lb. casks, per cwt.	5 25	
No. 1, 100 lb. kegs, per cwt.	5 60	

White Zinc Paint.

Elephant Snow White	0 08	0 09
Pure White Zinc	0 08	0 19
No. 1	0 06	0 07½
No. 2	0 05	0 06½

Dry White Lead.

Pure, casks	5 75	
Pure, kegs	6 25	
No. 1, casks	5 40	
No. 1, kegs	6 00	

Prepared Paints.

In ¼, ½ and 1 gallon tins.		
Pure, per gallon	1 20	
Second qualities, per gallon	1 00	
Barn (in bbls.)	0 75	0 85
The Sherwin-Williams Paints	1 35	
Canada Paint Co's Pure	1 20	
Sanderson Peary's Pure	1 20	
Stewart & Wood's Champion Pure	1 20	

Colors in Oil.

25 lb. tins, Standard Quality.		
Venetian Red, per lb	0 05	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J.C.) bbls	1 35	1 40
Yellow Ochre (J.F.L.S.) bbls	2 75	
Yellow Ochre (Royal)	1 10	1 15
Brussels Ochre	2 00	
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	2 00
Canadian Oxides, per cwt.	1 75	2 00
Super Magnetic Oxides, 93 p.c.	2 00	2 25
Burnt Sienna, pure, per lb.	0 10	0 10
Umber,	0 10	0 09
do Raw	0 09	0 09
Drop Black, pure	0 09	0 18
Chrome Yellows, pure	0 18	0 12
Chrome Greens, pure, per lb.	0 12	0 03½
Golden Ochre	0 03½	
Ultramarine Blue in 28-lb boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	1 00	
Genuine Eng. Litharge, per lb	0 07	

Mortar Color, per 100 lb.	1 25	
English Vermillion	0 80	
Pure Indian Red, No. 45, lb.	0 80	
Whiting, per 100 lb.	0 55	

Blue Stone.

Casks, for spraying, per lb.	0 07	
100-lb. lots, do. per lb.	0 08	

Patty.

Bladders in bbls	2 10	
Bladders in 100 or 200 lb. kegs or bxs	2 25	
Bulk in bbls., per 100	1 55	
Bulk in less quantities	2 10	
25-lb. tins, 4 in case	2 35	
12½-lb. tins, 8 in case	2 60	

Varnishes.

(In 5-gal. lots.)	Per gal.	
Carriage, No. 1	2 90	3 30
" body	3 00	3 40
" rubbing	4 00	5 00
Gold Size, Japan	3 00	3 40
Brown Japan	2 40	2 80
Elastic Oak	2 90	3 30
Furniture, extra	2 40	2 80
" No. 1	1 60	2 00
Hard Oil Finish	2 70	3 10
Light Oil Finish	3 20	3 60
Denat.	3 30	3 70
Shellac, white	1 40	1 80
" orange	4 00	4 40
Furniture Brown Japan	1 60	2 00
Black Japan	2 40	2 80
" No. 1	1 60	2 00

Discount general trade discount, 50 per cent. and four months' time; retail cash discount of 3 per cent. in thirty days, or 3½ per cent. spot cash.



The Imperial Varnish & Color Co's, Limited
Elastilite Varnish,
1 gal. can, each.
\$2 00.

Granatine Floor Finish, per gal.
\$2 00.

Maple Leaf Coach Enamels:
Size 1, 10c.;
Size 2, 35c.; Size 3, 20c. each.

Linseed Oil.

1 to 4 bbls delivered	\$0 86	\$0 8
5 to 9 bbls	85	8

Montreal, Toronto, Hamilton, Quebec, London, Ottawa, Kingston and Guelph, 2c. less.

Turpentine.

Single barrel, freight allowed	0 71	
2 to 4 barrels	0 70	
Toronto, Hamilton, London, Guelph, 2c. less.		

Castor Oil.

East India, in cases, per lb.	0 10	0 10½
small lots	0 10	0 11

Cod Oil, Etc.

Cod Oil, per gal.	0 50	0 55
Pure Olive	1 20	
" Neatsfoot		

Glue.

Common	0 08	0 09
French Medal	0 14	0 14½
Cabinet, sheet	0 12	0 13
White, extra	0 15	0 20
Strip	0 25	0 30
Coopers	0 19	0 20
Huttner	0 15	0 16

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.		Farm.		Chisels.		GAUGES.	
Ammunition.		House.		Socket, Framing and Firmer.		Marking, Mortise, Etc.	
Cartridges.		American, each.....		Broad's, dia. 70 per cent.		Stanley's, dia. 50 to 55 per cent.	
B. B. Caps, Dom., 50 and 5 per cent.		American, per lb.....		Warnock's, dia. 70 per cent.		Wire Gauges.	
Rim Fire Pistol, dia. 45 p. c., Amer.		Bellows.		Churns.		Winn's, Nos. 26 to 33, each...	
Rim Fire Cartridges, Dom., 50 and 5 p. c.		Hand, per doz.....		Revolving Churns, metal frames—No. 0, \$8—		HALTERS.	
Rim Fire, Military, net list, Amer.		Moulders, per doz.....		No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—		Rope, $\frac{3}{8}$ per gross.....	
Central Fire Pistol and Rifle, 18 p. c. Amer.		Blacksmiths, discount 40 per cent.		No. 4, \$12.00—No. 5, \$16.00 each. Ditto,		" $\frac{1}{2}$ to $\frac{3}{4}$	
Central Fire Cartridges, pistol sizes, Dom.		Beltling.		wood frames—20c. each less than above.		Leather, 1 in., per doz.....	
30 per cent.		Standard, 60 per cent.		Discounts: Delivered from factories, 18		" $\frac{1}{4}$ in., ".....	
Central Fire Cartridges, Sporting and Milit.		No. 1 Agricultural, 60 and 10 p. c.		p. c.; from stock in Montreal, 56 p. c.		Web, — per doz.....	
Central Fire, Military and Sporting, Amer.		Rits.		Terms, 4 months or 3 p. c. cash in 30 days,		HAMMERS.	
net list. B. B. Caps, discount 45 per cent.		Auger.		Closets.		Nail	
Loaded and empty Shells, "Trap" and		Gilmour's, discount 50 and 10 per cent.		Plain Ontario Syphon Jet.....		Maydole's, dia. 5 to 10 per cent. Can. dia.	
"Dominion" grades, 25 per cent. Rival		Rockford, 50 and 10 per cent.		Emb. Ontario Syphon Jet.....		25 to 27½ per cent.	
and Nitro, 10 p. c.		Jennings' Gen., net list.		Fittings.....		Tack.	
Brass Shot Shells, 55 and 10 per cent.		Clark's, 40 per cent.		Plain Teutonic Syphon Washout.....		Magnetic, per doz.....	
Primers, Dom., 30 per cent.		Expansive.		Emb. Teutonic Syphon Washout.....		Sledge.	
Wads.		Gimlet.		Fittings.....		Canadian, per lb.....	
Best thick white felt wadding, in $\frac{1}{4}$ -lb.		Clark's, per doz.....		Plain Richelieu.....		Ball Peen.	
bags.....		Diamond, Shell, per doz.....		Emb. Richelieu.....		English and Can., per lb.....	
Best thick brown or grey felt wads, in		Nail and Spike, per gross.....		Fittings.....		HANDLES.	
$\frac{1}{4}$ -lb. bags.....		Blind and Bed Staples.		Closet connection.....		Axe, per doz., net.....	
Best thick white card wads, in boxes		All sizes, per lb.....		Basins, round, 14 in.....		Store door, per doz.....	
of 500 each, 12 and smaller gauges		Bolts and Nuts. Per cent.		" oval, 17 x 14 in.....		Fork.	
Best thick white card wads, in boxes		Norway Bolts, full square.....		" 19 x 15 in.....		C. & B., dia. 40 per cent. rev. list.	
of 500 each, 10 gauge.....		Common Carriage Bolts, full square.....		Compasses, Dividers, Etc.		C. & B., dia. 40 per cent. rev. list.	
Best thick white card wads, in boxes		" 5-15 and under 60		American, dia. 62½ to 65 per cent.		Saw.	
of 500 each, 8 gauge.....		" $\frac{3}{8}$ and larger 55		Canadian, dia. 25 to 33½ per cent.		American, per doz.....	
Thin card wads, in boxes of 1,000		Machine Bolts, all sizes.....		Cradles, Grain.		Plane.	
each, 12 and smaller gauges.....		Coach Screws.....		Canadian, dia. 25 to 33½ per cent.		American, per gross.....	
Thin card wads, in boxes of 1,000		Sleigh Shoe Bolts.....		Crosscut Saw Handles.		Hammer and Hatchet.	
each, 10 gauge.....		Blank Bolts.....		S. & D., No. 3, per pair.....		Canadian, 40 per cent.	
Thin card wads in boxes of 1,000		Bolt Ends.....		" No. 5, ".....		Cross-Cut Saws.	
each, 8 gauge.....		Nuts, square.....		" No. 6, ".....		Canadian, per pair.....	
Chemically prepared black edge grey		Nuts, hexagon.....		Boynton pattern ".....		HANGERS.	
cloth wads, in boxes of 250 each—		Tire Bolts.....		Door Springs.		doz. pairs	
11 and smaller gauge.....		Stove Bolts.....		Torrey's Rod, per doz.....		Steel barn door.....	
9 and 10 gauges.....		Stove rods, per lb.....		Coil, per doz.....		Stearns, 4 inch.....	
7 and 8 gauges.....		Plough Bolts.....		English, per doz.....		" 5 inch.....	
5 and 6 gauges.....		Boot Calks.		Draw Knives.		Lane's covered—	
Superior chemically prepared pink		Small and medium, ball, per M.....		Coach and Wagon, dia. 50 and 10 per cent.		No. 11, 5-ft. run.....	
edge, best white cloth wads, in		Small heel, per M.....		Carpenters, dia. 70 per cent.		No. 11½, 10-ft. run.....	
boxes of 250 each.....		Bright Wire Goods.		Drills.		No. 12, 10-ft. run.....	
11 and smaller gauge.....		Discount.....		Hand and Breast.		No. 14, 15-ft. run.....	
9 and 10 gauges.....		Broilers.		Miller's Falls, per doz. net list.		Lane's O.N.T. track, per foot.....	
7 and 8 gauges.....		Light, dia. 65 to 67½ per cent.		DRILL BITS.		HARVEST TOOLS.	
5 and 6 gauges.....		Reversible, dia. 65 to 67½ per cent.		Morse, dia. 37½ to 40 per cent.		Discount, 50 and 10 per cent.	
Adzes.		Vegetable, per doz., dia. 37½ per cent.		Standard, dia. 50 and 5 to 55 per cent.		HATCHETS.	
Discount, 20 per cent.		Henis, No. 8.....		Faucets.		Canadian, dia. 40 to 42½ per cent.	
Anvils.		Queen City.....		Common, cork-lined, dia. 35 per cent.		HINGES.	
Per lb.....		Butchers' Cleavers.		ELBOWS. (Stovepipe.)		Blind, Parker's, dia. 50 and 10 to 60 per cent	
Anvil and Vise combined.....		German, per doz.....		No. 1, per doz.....		Heavy T and strap, 4-in., per lb.....	
Wilkinson & Co.'s Anvils, lb.....		American, per doz.....		No. 2, per doz.....		" 5-in., ".....	
Wilkinson & Co.'s Vices, lb.....		Building Paper, Etc.		Bright, 20c. per doz. extra.		" 6-in., ".....	
Augers.		Plain building, per roll.....		ESCUTCHEONS.		" 8-in., ".....	
Discount, 20 per cent.		Tarred lining, per roll.....		Discount, 27½ per cent.		" 10-in., ".....	
Axles.		Tarred roofing, per 100 lb.....		ESCUTCHEON PINS.		Light T and strap, dia. 60 and 5 per cent.	
Chopping Axes—		Coal Tar, per barrel.....		Iron, discount 40 per cent.		Screw hook and hinge.....	
Single bit, per doz.....		Pitch, per 100-lb.....		FACTORY MILK CANS.		6 to 12 in., per 100 lbs.....	
Double bit.....		Carpet felt, per ton.....		Discount off revised list, 40 per cent.		14 in. up, per 100 lbs.....	
Beuch Axes, 40 and 15 p. c.		Bull Rings.		FILES.		Per gro. pair	
Broad Axes, 33½ per cent.		Copper, \$2.00 for 2½ in. and \$1.90 for 2 in.		Black Diamond, 50 and 10 to 60 per cent.		Spring.....	
Hunters' Axes.....		Butts.		Kearney & Foote, 60 and 10 per cent. to 60,		HOES.	
Boy's Axes.....		Wrought Brass, net revised list.		10, 10.		Garden, Mortar, etc., dia. 50 and 10 p. c.	
Splitting Axes.....		Cast Iron.		Nicholson File Co., 50 and 10 to 60 per cent.		Planter, per doz.....	
Handled Axes.....		Loose Pin, dia. 60 per cent.		Jowitt's, English list, 25 to 27½ per cent.		4 00 4 50	
Axle Grease.		Wrought Steel.		FORKS.		HOLLOW WARE	
Ordinary, per gross.....		Fast Joint, dia. 60 and 10 per cent.		Hay, manure, etc., dia. 50 and 10 per cent		Discount.....	
Best quality.....		Loose Pin, dia. 60 and 10 per cent.		revised list.		45 and 5 per cent	
Bath Tubs.		Berlin Bronzed, dia. 70, 70 and 5 per cent.		FRUIT PRESSES.		HOOKS.	
Zinc.....		Gen. Bronzed, per pair.....		Henis', per doz.....		Cast Iron.	
Copper, discount 40 and 10 p. c. off revised list		Carpet Stretchers.		Shepard's Queen City, dia. 15 per cent.		Bird Cage, per doz.....	
Baths.		American, per doz.....		GLASS—Window—Box Price.		Clothes Line, per doz.....	
Standard Enameled.....		Bullard's, per doz.....		Star		Harness, per doz.....	
5½-inch rolled rim, 1st quality.....		Castors.		Size		Hat and Coat, per gross.....	
" 2nd.....		Bed, new list, dia. 55 to 57½ per cent.		United		Chandelier, per doz.....	
Anti-Friction Metal.		Plate, dia. 52½ to 57½ per cent.		Per		Wrought Iron.	
"Tandem" A.....		Cattle Leaders.		50 ft.		Wrought Hooks and Staples, Can., dia.	
" B.....		Nos. 31 and 32, per gross.....		100 ft.		47½ per cent.	
" C.....		Cement.		Per		Wire.	
Magnolia Anti-Friction Metal, per lb.....		Canadian Portland.....		50 ft.		Belt, per 1,000.....	
Bells.		English.....		Per		Screw, bright, dia. 55 per cent.	
Hand.....		Belgian.....		100 ft.		HORSE NAILS.	
Brass, 60 per cent.		Canadian hydraulic.....		Per		"C" brand 50 p. c. dia.	
Nickel, 55 per cent.		Chalk.		50 ft.		"M" brand 50 p. c.	
Cow.....		Carpenters, Colored, per gross		Per		Acadian, countersunk head and oval	
American make, discount 60 per cent.		White lump, per cwt.....		100 ft.		top, 50 and 10 per cent.	
Canadian, discount 45 and 50 per cent.		Red.....		Per			
Door.		Crayon, per gross.....		100 ft.			
Gongs, Sargent's.....				Per			
" Peterboro', discount 27½ per cent.				100 ft.			

MALEHAM & YEOMANS,

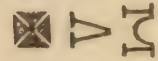
SHEFFIELD,
ENGLAND.

Highest Award.

Manufacturers of

Table Cutlery, Razors,
Scissors, Butcher Knives
and Steels, Palette and
Putty Knives.

REGISTERED TRADE MARKS



WARRANTED
W. BRADSHAW & SON
SHEFFIELD

GRANTED 1780.

WHOLESALE ONLY.

SPECIALTY: Cases of Carvers and
Cabinets of Cutlery.

F. H. SCOTT, 360 Temple Building, MONTREAL.

HORSESHOES.

	F.O.B. Montreal.	No. 2	No. 1
Iron Shoes.		and	larger.
Light, medium, and heavy.	\$ 65	3 90	
Snow shoes.	3 90	4 15	
Steel Shoes.			
Light.	3 85	4 10	
Featherweight (all sizes).	5 10	5 10	
F.O.B. Toronto. Hamilton, London and			
Guelph, 40c. per keg additional.			
Toe weight steel shoes.	6 70		

JAPANESE WARE.

Discount, 45 and 5 per cent. off list, June 1899.

ICE PICKS.

Star per doz. \$ 00 3 25

KETTLES.

Brass spun, 7 1/2 p.c. dia. off new list.

Copper, per lb. 0 30 0 50

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dia. 37 1/2 p.c.

Cabinet, trunk, and padlock.

Am. per gross 60

KNOBS.

Door japanned and N.P., per

doz. 1 50 2 50

Bronze, Berlin, per doz. 2 75 3 25

Bronze Genuine, per doz. 6 00 9 00

Shutter, porcelain, F. & L.

screw, per gross 1 30 4 00

White door knobs—per doz. 1 25

HAY KNIVES.

Discount, 50 and 10 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz. 7 50

No. 3 "Wright's" 8 50

Ordinary, with O burner 4 25

Dashboard, cold blast 9 50

No. 0. Japanning, 50c. per doz. extra. 6 00

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 90 5 60

Galvanized 1 87 3 85

King, wood 2 75 3 90

King, glass 4 00 4 50

All glass 1 30 1 30

LINES.

Fish, per gross 1 05 2 50

Chalk 1 90 7 40

LOCKS.

Canadian, dia. 33 1/2 p.c.

Russell & Erwin, per doz. 3 05 3 25

Eagle, dia. 30 p.c.

Padlock.

English and Am., per doz. 50 6 00

Scandinavian, 1 00 2 40

Eagle, dia. 15 to 17 1/2 p.c.

MACHINE SCREWS.

Flat head, discount 25 p.c.

Round Head, discount 20 p.c.

MALLETS.

Tinsmiths', per doz. 1 25 1 50

Carpenters', hickory, per doz. 1 25 3 75

Lignum Vitae, per doz. 3 85 5 00

Caulking, each 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 1 00

MEAT CUTTERS.

Each American, dia. 25 to 30 p.c.

Bank German, 15 per cent.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are:

2d. and 3d. \$3 60 \$4 10

3d. 3 25 3 77

4 and 5d. 3 00 3 60

6 and 7d. 2 90 3 45

8 and 9d. 2 75 3 25

10 and 12d. 2 70 3 20

16 and 20d. 2 65 3 15

30, 40, 50 and 60d. (base). 2 60 3 10

Steel Cut Nails 10c. extra.

Miscellaneous wire nails, dia. 70 per cent.

Coopers' nails, dia. 30 per cent.

Flour barrel nails, dia. 75 per cent.

NAIL PULLEYS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon,

per gross 3 38 4 00

Diamond 12 00 15 00

NETTING.

Poultry, 40 and 5 per cent. for McMillen's.

OAKUM. Per 100 lb.

Navy 6 00

U. S. Navy 7 25

OIL.

Canada refined (Toronto) 0 13 1/2

Sarnia Water White 0 15

Pratt's Astral 0 18

Sarnia, Prime White 0 14

American w. w. 0 16 1/2

OILERS.

McClary's Model galvan. oil

can, with pump, 5 gal.,

per doz. 0 00 10 00

Zinc and tin, dia. 50, 50 and 10.

Copper, per doz. 1 25 3 50

Brass 1 50 3 50

Malleable, dia. 25 per cent.

GALVANIZED PAIRS.

Dufferin pattern pairs, dia. 50 to 50 and 10 p.c.

Flaring pairs, discount 45 per cent.

Galvanized washbasins, discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.

PICKS.

P. r doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross 1 50 3 00

Brass head, 0 40 1 00

PLANES.

Wood, bench, Canadian dia. 55 per cent.

American dia. 55.

Wood, fancy Canadian or American, 37 1/2

to 40 per cent.

Bailey's (Stan. B. & L. Co.), 50 to 60 and 5 p.c.

Miscellaneous, dia. 35 to 37 1/2 per cent.

Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dia. 37 1/2

40 p.c.

Button's Imitation, per doz. 5 00 9 00

German, per doz. 0 60 2 60

PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.

Fuller's work, discount 65 per cent.

Rough stops and stop and waste cocks, dis-

count, 60 per cent.

Jenkins' disk globe and angle valves, dis-

count, 55 per cent.

Standard valves, discount, 60 per cent.

Jenkins' radiator valves discount 55 per cent.

standard, dia. 80 p.c.

Quick opening valves, discount, 60 p.c.

No. 1 compression bath cock 2 00

No. 4 2 00

No. 7, Fuller's 2 50

No. 4 1/2 3 00

PRESSED SPIKES.

Discount, 25 per cent.

PULLEYS.

Hothouse, per doz. 0 55 1 00

Axle 0 22 0 33

Screw 0 27 1 00

Awning 0 35 2 50

PUMPS.

Canadian cistern 1 80 3 60

Canadian pitcher spout 1 40 3 10

PUNCHES.

Saddlers', per doz. 1 00 1 85

Conductors' 9 00 15 00

Tinners' solid, per set. 0 00 0 72

" hollow, per inch. 0 00 1 00

RANGE BOILERS.

Galvanized, 30 gallons 7 25

" 35 " 8 15

" 40 " 9 25

Copper, 30 " 22 00

" 35 " 26 00

" 40 " 30 00

Discount off Copper Boilers 10 per cent.

RAKES.

Cast steel and malleable Canadian list dia.

50 and 10 p.c. revised list.

Wood, 25 per cent.

RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.

Globe File Co.'s rasps, 60 and 10 to 70 p.c.

Heller's Horse rasps, 50 to 60 and 5 p.c.

RAZORS.

Geo. Butler & Co.'s, per doz.

Boker's 8 00 18 00

Wade & Butcher's 7 50 11 00

Theile & Quack's 3 60 10 00

Elliot's 7 00 12 00

4 00 18 00

REAPING HOOKS.

Discount, 50 and 10 per cent.

REGISTERS.

Discount, 40 per cent.

RIVETS AND BURS.

Carriage, Section, Wagon Box Rivets, etc.,

50 p.c.

Black M. Rivets, 50 p.c.

Black and Tinned Rivets, 50 p.c.

Extras on Iron Rivets in 1-lb. cartons, 1/4c

per lb.

Extras on Iron Rivets in 1/2-lb. cartons, 1c.

per lb.

Copper Rivets & Burs, 35 p.c. dia., and

cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets in

1/2-lb. cartons, 1c. per lb.

Burs, iron or steel, 45 per cent.

Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dia. 35 37 1/2 per cent.

ROPE, ETC.

7-16 in. and larger, per lb. Sial. 9 1/2

Manila 13 1/2

3/4 in. 14 1/2

1/2 and 5-16 in. 12 1/2

Cotton base, 1/4-inch and

larger 14 1/2

Russia Deep Sea 15 1/2

Jute 9 1/2

Lath Yarn 8 1/2

New island Rope 10 1/2

RULES.

Boxwood, dia. 75 and 10 p.c.

Ivory, dia. 37 1/2 to 40 p.c.

SAD IRONS.

Mrs. Potts, No. 55, polished, per set.

No. 50, nickel-plated 80

Usual rebate on 12 and 50 case lots.

SAND AND EMERY PAPER.

Dominion Flint Paper, 47 1/2 per cent.

B & A. sand, 40 and 2 1/2 per cent.

Emery, 40 per cent.

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand, Disston's, dia. 12 1/2 p.c.

S. & D., 40 per cent.

Crosscut, Disston's, per ft. 0 35 0 55

S. & D., dia. 35 p.c. on Nos. 2 and 3.

Hack, complete, each 0 75 2 75

" frame only 0 75

SASH WEIGHTS.

Sectional, per 100 lbs.

STANDARD CHAIN CO., PITTSBURGH, U. S. A.

MANUFACTURERS OF CHAIN OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB, Montreal. —Canadian Representatives— A. C. LESLIE & CO., Montreal.
For Provinces of Ontario and Quebec. For other Provinces.

Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued and tinned.....	65 and 5
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails.....	15
Zinc glazier's points.....	5
Double pointed tacks, papers.....	90 and 10
" " bulk	40

TAPE LINES.	
English, ass skin, per doz....	2 75 5 00
English, Patent Leather....	5 50 9 75
Chesterman's each.....	0 90 2 85
" steel, each	0 80 8 00

THERMOMETERS	
Tin case and dairy, dis. 75 to 75 and 10 p.c.	

TRANSON LIFTERS.	
Payson's per doz.....	2 60

TRAPS. (Steel.)	
Game, Newhouse, dis. 2 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.	
Disston's discount 10 per cent.	
German, per doz.....	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.	
Bag, Russian, per lb.....	0 21
Wrapping, mottled, per pack	0 50 0 60
Wrapping, cotton, per lb	0 17 0 18
Mattress, per lb.....	0 33 0 45
Staging, "	0 27 0 35
Broom, "	0 30 0 55

VICES.	
Hand, per doz.....	4 00 6 00
Bench, parallel, each	2 00 4 50
Coach, each.....	6 00 7 00
Peter Wright's, per lb.....	0 12 0 13
Pipe, each.....	5 50 9 00
Saw, per doz	6 50 13 00

ENAMELLED WARE.	
White, Princess, Turquoise, Blue and White, discount 50 per cent.	
Diamond, Famous, Premier, 50 and 10 p.c.	
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.	

WIRE.	
Brass wire, 50 to 50 and 2½ per cent. off the list.	
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.	
Smooth Steel Wire, base, \$3.00 per 100 lb. List of extras: Nos. 2 to 5, d.	

vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-bailing wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 15 per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95—No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15—No. 12, \$3.35—No. 13, \$3.45—No. 14, \$4.50—No. 15, \$5.00—No. 16, \$5.25. Clothes Line Wire, 19 gauge, per 1,000 feet..... 3 30

WIRE FENCING.	
Galvanized, 4 barb, 2¼ and 5 inches apart.....	Toronto 3 25
Galvanized, 2 barb, 4 and 6 inches apart.....	3 25
Galvanized, plain twist.....	3 25
Galvanized barb, f.o.b. levelled, less than car lots, and \$3.65 in car lots.	
Terms, 60 days or 2 per cent. in 10 days.	
Rosa braid truss cable	4 50

WIRE CLOTH.	
Painted Screen, per 100 sq. ft., net...	2 00
Terms, 4 months, May 1; 3 p.c. off 30 days.	

WRENCHES.	
Acme, 35 to 37½ per cent.	
Coe's Genuine, dis. 30 to 25 p.c.	
Towers' Engineer, each.....	2 00 7 00
" S., per doz.....	5 80 6 00
G. & K's Pipe, per doz.....	3 40
Burrell's Pipe, each.....	3 00
Pocket, per doz.....	0 25 2 90

WRINGERS.	
Leader.....per doz.	\$60 00
Royal Canadian	58 00
Royal American	50 00
Discount, 45 per cent.; terms 4 months, or 3 p.c. 30 days.	

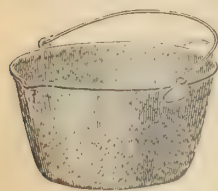
WROUGHT IRON WASHERS	
Canadian make, discount, 25 per cent.	

ESTABLISHED 1860.

INCORPORATED 1895.

Enamelled Ware

We make 7 Different Qualities:



"Crescent"
"Premier"
"Princess"
White
Blue and White
"Star" Decorated
White Decorated



"Crescent" Steel Agateware takes the lead. It is a light mottled grey color, and, owing to the ingredients used in the manufacture of this ware, it is not brittle and will not chip or burn.

The large variety of our lines are unequalled. Principal lines are carefully packed in crates of ½ or 1 dozen, thus insuring purchaser safe delivery.

Catalogues and Prices on Application.

THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL

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USE only "Aylmer Drills."
OLD fashioned drills waste time and money.
WAYS change as inventions multiply

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Room 39, Canada Life Building, MONTREAL.

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THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.

Cable "LeVesconte" Toronto.

To Cycle Makers and the Public:

Notice is hereby given that J and H. M. Copeland's patented "Improvements in Sprocket Wheel Clutches," No. 61918, Free Wheel Device, can be obtained from

The Wortman and Ward Manufacturing Co.

Limited

LONDON, ONTARIO, CANADA

IN BUYING

LINSEED OIL

it is always well to get the purest and best—something you can recommend and guarantee to your customers.

Stewart Bros. & Spencer's

is the best. Name on every barrel. Special quotations for import.

J. WATTERSON & CO.

MONTREAL, Agents for Canada.



SEALED TENDERS addressed to the undersigned, and endorsed as follows: "Alterations of and additions to Newspaper Sorting Room; also Elevator Tower, Union Station, Toronto," will be received at this office until Tuesday, the 31st July, instant.

Plans can be seen and a form of tender and all necessary information obtained at this Department, and at the office of S. G. Curry, Esq., Architect, Toronto, Ont.

Persons tendering are notified that tenders will not be considered unless made on the forms supplied, and signed with their actual signatures.

Each tender must be accompanied by an accepted bank cheque made payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10%) of the amount of the tender, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

JOS. R. ROY,

Acting Secretary.

Department of Public Works,
Ottawa, 20th July, 1900.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it. (30)

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75 YEARS.

CELEBRATED

HEINISCH

SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinnern's Snips, etc.



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R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

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Capital and Surplus, \$1,500,000.

Offices throughout the civilized world.

Executive Offices: 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Special terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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Hamilton Office: No. 39 James Street South.
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Winnipeg Office: No. 398 Main Street.
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THOS. C. IRVING, Gen.-Mgr., Western Canada, Toronto, Ont.

THE ...

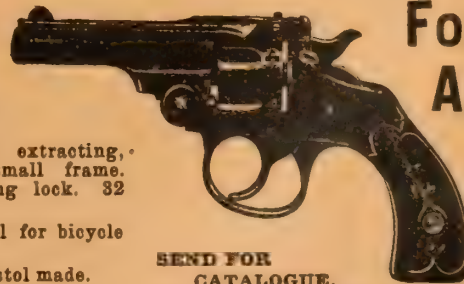
Waggoner Extension Ladder.



The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' ladders, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.

PERFECTION AUTOMATIC REVOLVER.



Forehand Arms Co.

Manufacturers of
the

Forehand Guns

Worcester,
Mass.

NEW Automatic shell extracting, double action, small frame. Weighs 12 oz. Rebounding lock. 32 caliber. 5 shot.

Made with shorter barrel for bicycle use.

The most perfect small pistol made.

SEND FOR
CATALOGUE.

ROUND RE-ACTING WASHER



Quickest selling Washing Machine on the market.

None more satisfactory to dealers or users.

Every home requires a good Washing Machine.

Every Merchant should handle them.

Prices and full particulars on application.

THE ...

Dowswell Manufacturing Co.

Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son,
Montreal, Que.

Est. 1888

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

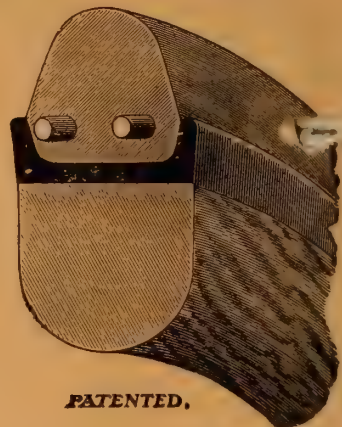
THERE ARE A DOZEN DIFFERENT KINDS OF

SOLID RUBBER TIRES

FOR CARRIAGES.

Ninety per cent. of all the
Rubber Tires in use in New
York City are the

"Kelly- Springfield."



WHY ?

PATENTED.

Sole Manufacturers in Canada

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

Head Office and Warerooms

61-63 WEST FRONT STREET, TORONTO, ONT.

Factories—115-165 West Lodge Ave.
124-148 O'Hara Ave.

Ingot Tin,
"BANCA"

Ingot Tin,
"LAMB & FLAG"

Ingot Copper,
Zinc Spelter,
Sheet Zinc,
Antimony,
Pig Lead.

From Stock and to Import.

Enquiries Solicited.

B. & S. H. THOMPSON & CO'Y

26 St. Sulpice St., MONTREAL.

Cost does not end
with buying

There's the working to be considered.
Imperfect material means imperfect
work and—dissatisfaction.

"BEST BEST POPLAR" BRAND

GALVANIZED FLAT SHEETS

Always turn out well, smooth,
even, soft and workable.

GALVANIZED CORRUGATED SHEETS

"BLACKWALL" BRAND

BLACKWALL GALVANIZED IRON CO.

LONDON, ENG. ... Limited

Canadian Agents, J. WATTERSON & CO.
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Gauge and Lubricator Glasses,
Langwell's Manufacture,
Montreal.

CANADIAN

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, AUGUST 4, 1900.

NO. 31

"TANDEM" ANTI-FRICTION METAL.

The Most Economical.
The Least Wearing.
The Most Durable.
Friction Preventing.

"Tandem" Metals are better than
any other for their purpose,
and are, therefore :

Resistance Reducing.
Journal Preserving.
Power Increasing.
Lubricant Saving.

A QUALITY

For Heaviest Pressure and Medium Speed
or Heavy Pressure and High Speed.

B QUALITY

For Heavy Pressure and Medium Speed
or Medium Pressure and High Speed.

C QUALITY

For Medium Pressure and High Speed
or Low Pressure and Highest Speed.

Sole Agents :

LAMPLOUGH & McNAUGHTON, 59 St. Sulpice Street, MONTREAL.

THE TANDEM SMELTING SYNDICATE, LIMITED

The largest smelters of Anti-Friction
Metals in Europe.

Queen Victoria St., London, E.C.

THE QUEEN'S THE HEAD OF THE EMPIRE

AND

"Queen's Head"
IS THE BEST IRON USED
IN THE EMPIRE.



JOHN LYSAGHT, LIMITED

BRISTOL, ENG.,
and MONTREAL.

A. C. LESLIE & CO., Managers Canadian Branch, MONTREAL.



PROSPERITY

One thing is certain—the contractor who installs The Safford Radiators wins the confidence of those whom he deals with. "Confidence begets success," and success means "prosperity." The "Safford" is the original invention in screw-threaded nipple connections for Steam and Hot Water heating—all others are imitators. The "Safford" cannot leak, because there are no rods, bolts or packings.

Think of the damage to a contractor's reputation that the installation of leaky radiators can do!

The Safford Radiators

have been recommended by the leading architects in the country—they have been installed in the largest public buildings—they have received the highest awards at all public exhibitions since the World's Fair. We have a free illustrated booklet which we would like to send you, because we believe that there is "prosperity" ahead for every contractor or dealer who will read it. Every statement in the booklet is backed up by the largest Radiator manufacturers under the British flag—

The Dominion Radiator Co., Limited
Toronto, Ontario.

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BAIT PAILS
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Abbott-Mitchell Iron and Steel Company

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*Bar Iron and Steel
Nails, Spikes
Horse Shoes . .
Bolts, Washers, etc.*

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ONTARIO.**

ISLAND CITY

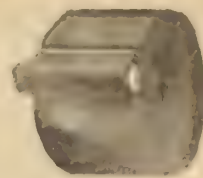
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TRADE MARK

The best way for a hardware dealer to insure the success of his business is to handle

The Island City Mixed Paints
 Floor Paint dries hard in 8 hours
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Customers are sure when they buy our Island City Paints that they get the best value for their money.

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with these brands
 insure the best
 of wear for the
 money.



**The Canadian Rubber
 Co. of Montreal,**

**MONTREAL,
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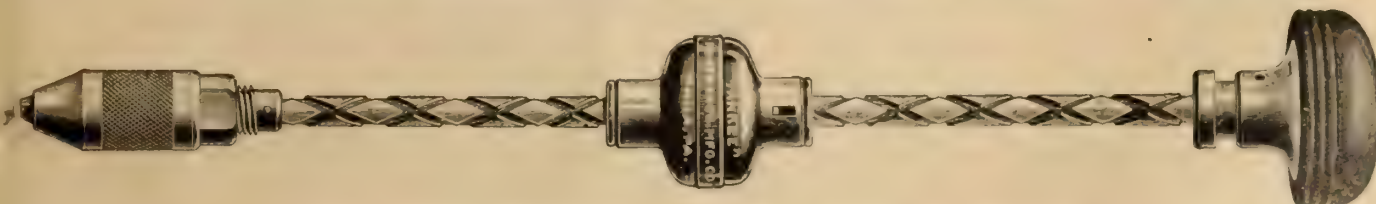
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NO. 41 AUTOMATIC DRILL WITH DRILL POINTS IN HANDLE.



NO. 42 AUTOMATIC DRILL WITH DRILL POINTS IN BOX.



NO. 50 RECIPROCATING DRILL, FOR WOOD OR METALS.

Sold by Leading Jobbers
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NORTH BROS. MFG. CO.,
 Philadelphia, Pa., U. S. A.

**If you experience difficulty with other twine,
try "Plymouth."**



"THE STAMP OF EXCELLENCE."

HARVEST TIME.

We can fill repeat orders with great promptness, as we have Binder Twine stocks at London, Toronto and Ottawa.

Order as you sell, every day, and telegraph (**at our expense**) when in a hurry.

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LONDON AND LIVERPOOL, ENGLAND.

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General Importers and Exporters and Metal Merchants

27 Wellington Street West,

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Antimony.

Brass—Sheets, Soft and Hard.
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Rods and Tubes.
Sheathing, Roofing and Brazier's.

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Eave Trough—Also Spikes and Cond. Hooks.

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Black and Tinned Sheet.

Galvanized, "Gordon" Crown and "Apollo,"

Russia, Genuine and Imitation.

Iron Pipe—Black and Galvanized.

Lead—Bar, Pig and Sheet.

Lead Pipe.

Solder—Half and Half and Standard.

Steel Sheets—Common and Dead Flat.

Tin Plates—Charcoal and Coke.

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Wire—Bright Iron and Coppered Iron.

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PLEASE WRITE FOR QUOTATIONS.

ICE CREAM FREEZERS

The Latest
and Best.

The
"Ideal"

will make cream in two
to five minutes, accord-
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SIMPLE
PRACTICAL
VERY RAPID
ECONOMICAL

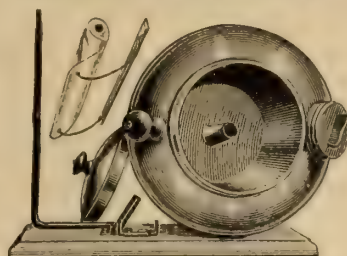
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Prices.

Wood, Vallance & Co., Hamilton, Ont.

Branch House: George D. Wood & Co., Winnipeg, Man.
Toronto Office: 88 York Street—H. T. Eager.



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HARDWARE.

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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
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Wm. B. Stewart, Agent.

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is the title of one of our new catalogues, now ready for distribution. It covers the complete field, describing our different furnaces, already favorably known, and introduces our latest construction:

"THE OXFORD 400 SERIES"

This new line is supplied either Portable, or Stationary for brick setting, and will be found eminently satisfactory—its improved features being specially interesting and gratifying to all experienced furnace men.

Our Little Ox and Oxford Wood Furnaces, in popular use all over the country, are also fully described in this new booklet.

If you have not received one, send us your address.

We are now ready for Fall Orders in these reliable lines.

Let us hear from you.

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SATISFACTION GUARANTEED OR MONEY REFUNDED.

Approved by Canadian Fire Underwriters' Association.

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PRICE \$7.00.

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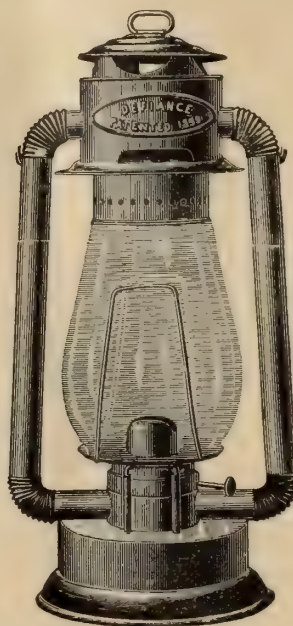
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**Cold
Blast
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With **Patent Fluted Plate**, by which the air is admitted so as to come in contact with the Globe, so tending to keep it cool.

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Varnishes, Japans,
Paints, Colors & Enamels.
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BASKETS

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BASKET CO.

"Velox Smokeless Shotgun Powder"

The cleanest, quickest and best of all. Hard grain, quick ignition, rapid combustion, slight residuum, no corroding of gun barrel or locks, high velocity, even pattern, great penetration, minimum pressure and recoil.

Excellent keeping qualities, not affected by climatic influences.

Safe, reliable, accurate, and **pleasant** to shoot.

Absolutely Smokeless. 16-oz. to the pound.

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Quickest selling Washing Machine on the market.

None more satisfactory to dealers or users.

Every home requires a good Washing Machine.

Every Merchant should handle them.

Prices and full particulars on application.

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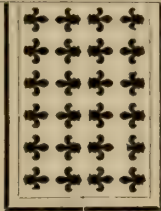
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To secure thoroughly reliable goods send
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**Ready-Mixed House and Floor Paints,
Varnishes, Japans, Coach Colors,
White Lead, Colored Paints, Enamels,
Wood Stains, Wall Tints, Putty, etc.**

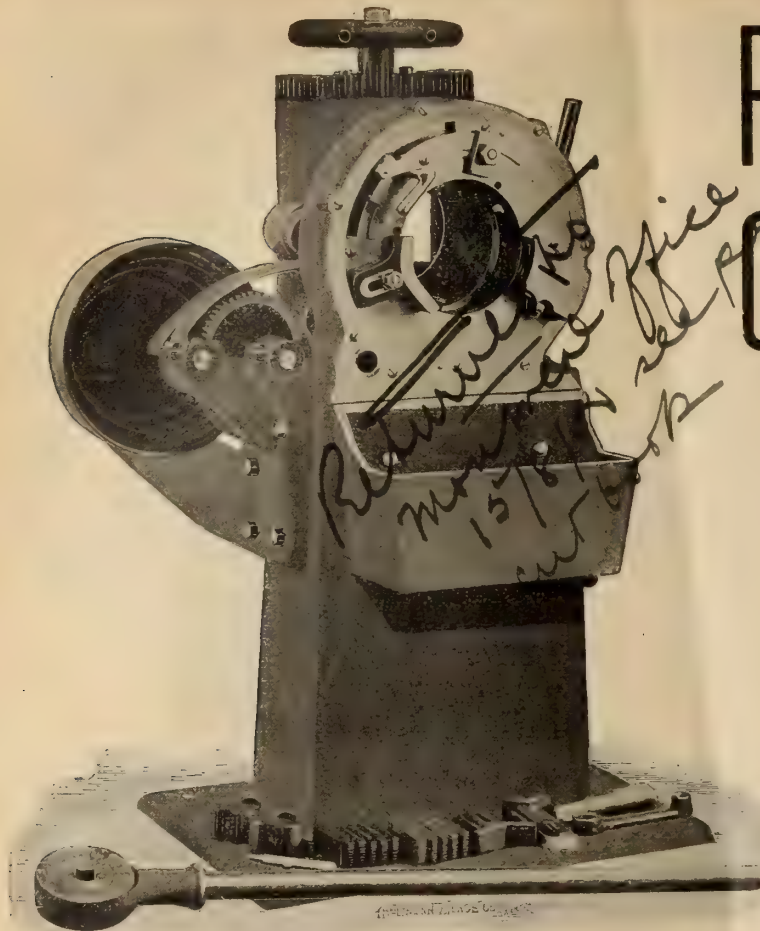
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NOVA SCOTIA PAINT AND
VARNISH WORKS,

HALIFAX, and 747 Craig St., MONTREAL.

Sole Agents for the
Dominion for

Brandram's Celebrated White Lead.



Pipe Threading .. AND Cutting Machines

This cut represents our 5½ and 6½ Combined Hand and Power Pipe Threading and Cutting Machine.

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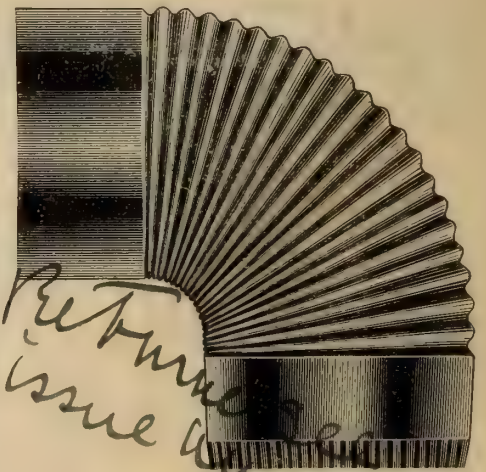
Kemp's STANDARD ONE-PIECE ELBOWS.

Introduced to the trade in 1897 and proved to be the best Stove Pipe Elbow ever produced.

They are made out of Extra Heavy Smooth Steel in two qualities.

The improved process of manufacture produces a short turn, therefore less material is used, and, consequently, less weight per dozen, which results in a great reduction in freight, and a reduced cost to the buyer.

Made in STEEL, in 5, 6, 7 and 8-inch.
Made in GALVANIZED IRON, in 7 and 8-inch.
Made in TIN, in 7 and 8-inch.



**POPULAR
POINTS:**

Strongest Elbow made.
Attractive in appearance.
Coated so as to prevent rust.
Riveted ready for use.
Will not get damaged in shipping.

Kemp Manufacturing Co., Toronto,
Canada.



VOL. XII.

MONTREAL AND TORONTO, AUGUST 4, 1900.

NO. 31.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Published every Saturday.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

**THE RESPONSIBILITY OF BUSINESS
MEN.**

EVERY citizen must share in the responsibility for the good or bad government of a country, but there is no class upon whom the responsibility rests heavier than upon the mercantile class.

The work of governing a village, a city, a township, a county, a province or a nation demands the employment of sound and ordinary business principles, not of abstract theoretical schemes, elaborate and all as they may be.

By our practices, if not by our professions,

we have gone on the assumption that the contrary was the underlying principle of good government.

We, as a rule, give our votes to men, not because of their particular fitness to represent us in Parliament, but, because they bear the stamp of the particular party to which we profess allegiance.

As to whether this or that candidate is possessed of ordinary business commonsense scarcely ever enters our mind.

Were the same methods employed by shareholders when appointing men to the directorate of a financial or mercantile institution there would soon be a winding-up of affairs. But they do not do those things in financial and mercantile circles. Having first the welfare of the concern at heart in which they are financially interested, they appoint as directors the men who are deemed best fitted for the position.

Before we can secure a Parliament, the majority of whose members are characterized for the business commonsense they possess and not for the commonsense which they lack, this same principle must govern us when selecting representatives for the House of Commons.

In doing this it does not follow that we should bid adieu to the particular party whose tenets we profess to believe in. But it does follow that we must be prepared to refuse to support its candidates when it persists in nominating candidates who are lacking in the quality of business commonsense. After all, however, the two political parties in Canada are more defined by the names they carry than by the principles they enunciate. In fact, as far as economical

lines of demarcation are concerned there are none.

The great question with the one is how to keep in ; with the other, how to get in. It should therefore occasion no qualms of conscience to ignore the party when the party ignores those principles which underlie good government.

**WILL THE PRICE OF IRON PIPE
BE FIXED?**

ANOTHER attempt is being made this week to induce the wholesale dealers to arrive at some agreement regarding the price of iron pipe.

It will be remembered that a few weeks ago an understanding was arrived at whereby the cutting in prices which had been going on for some months was supposed to have been stopped. But, as all hardwaremen are probably aware, it proved to be only of a very temporary character, for, before the agreement was two weeks old, it was broken. And the conditions are now almost, if not fully, as bad as they were before.

The present attempt to put a stop to the indiscriminate cutting of prices is only what is to be expected under the circumstances. One meeting was held in Toronto on Wednesday, and another is being held as we go to press. What the outcome is, therefore, we cannot say.

What started the cutting of prices was, no doubt, the efforts of the manufacturers in the United States to get into this market when jobbers' stocks were, as a rule, heavy.

When a merchant is selling his goods at bottom prices he is in danger of scraping the bottom out of his business.

THE TRADE SITUATION IN CANADA.

A FEW months ago business men were occupied in considering present business conditions, and planning how best they could cope with them. In other words, how they could supply the demand.

To day, while trade is active for the time of year, a good deal of consideration is being given to the question as to what the future of business will be. Are dull times near at hand or far off?

Business conditions are certainly not exactly the same as they were a year ago. There is not that rush and excitement that there was, as a result of the abnormal demand and the rapid appreciation in values that characterized many branches of trade.

But it must be remembered that the conditions then ruling were not normal. They were decidedly abnormal. And the abnormal is no more perpetual than the snow of January.

The condition of trade is certainly more normal now than it was then. But a normal trade does not mean hard times.

Some time in the future we shall, no doubt, again pass through hard times, if the experience of the past is any criterion.

In Canada, at the moment, the most discouraging feature is the wheat crop outlook in Manitoba. It is, undoubtedly, bad. Owing to the want of rain, when there is usually plenty, it is the general estimate that the yield will be 40 to 50 per cent. short of that of last year. It was at one time thought that the crop of fodder would also be seriously short, but the rains, while not early enough to materially benefit the wheat crop, insured an ample supply of feed for the live stock. Oats and barley also promise to yield well, but, of course, the yield in those cereals cannot fully compensate for the loss in the wheat crop.

But mixed farming has developed a great deal of late years in Manitoba, particularly in the dairying branch, and the loss from the wheat crop will not be by any means so serious as it would have been a few years ago. It is serious enough, at any rate, no matter how we look at it.

Cereal crops in the Northwest Territories are about as promising as those in Manitoba

are unpromising, all reports from there indicating a large yield. The dairying and stock-raising industries there are also developing in a satisfactory manner.

In Ontario, the wheat crop is not a heavy one, but it is a good one nevertheless, and particularly as far as quality is concerned. Other grains are most promising, while the fruit crop, taking it all round, is a bountiful one. Roots are also yielding well. The dairying industry of the Province is in a most thriving condition.

The hay crop of the Province of Quebec will be equal, if not in excess, to that of last year. The grain crops are looking well and fair root crops are predicted.

Down in the Maritime Provinces the hay crop is a beautiful one, and the fruit trees are yielding liberally. An excellent crop of apples is assured in Nova Scotia, that important apple-producing country.

Out in British Columbia, the agricultural industry, which includes stock-raising, fruit-growing, etc., is making steady development. But, of course, mining is the principal industry in that Province. As everyone knows, the metalliferous mining there has been quiet, owing largely to certain mining laws passed by the Provincial Legislature in regard to labor, but recovery is being made from this, and it is asserted that in the precious metals the present year will be a record one. In the coal mining industry the activity is most pronounced. On Vancouver Island the demand exceeds the supply, and from the information that comes to us from Nova Scotia, much the same condition of affairs prevails there.

The lumber industry from one end of the Dominion to the other is in a healthy condition, and the demand for home and foreign requirements is likely to take care of all the mills can turn out.

The railway returns and the reports of the clearing houses are pretty reliable barometers of the present conditions of trade. These do not show a steady increase from week to week, yet, they are satisfactory.

The gross earnings of the Grand Trunk for the first six months of the year aggregated \$10,842,746, compared with \$10,076,802 for the same period in 1899. Those of

the Canadian Pacific Railway were \$14,107,038 and \$12,688,362 respectively.

The bank clearings some weeks show increases and others again decreases, but they are larger than they were two years ago. The clearings for the first six months of the year were 2.5 per cent. less than during the same period in 1899, the figure being \$763,822,002 and \$784,277,759 respectively. The monthly bank returns are, as a rule, of a favorable character, and an increase of nearly 6½ millions in the note circulation of June over the same month of 1899 is certainly indicative of active trade.

There is certainly nothing alarming in the situation as far as Canada is concerned. In fact, there is a great deal that should impart confidence. But it is well that business men should be careful and not hoist too much sail.

HOW THEY DO IT IN ENGLAND.

WHILE they may not always do so, yet the people of Great Britain quite frequently elect to public positions men who have earned reputations as practical and successful business men. We only wish the disposition was as marked in the people of Canada.

London, England, daily papers to hand contain reports of a meeting of the liverymen, held there for the purpose of electing two sheriffs for the city.

Nine gentlemen were nominated and not one of them was any other than a practical business man. Had the nomination taken place in this country, ten chances to one, every nominee would have been a lawyer, a professional politician or a "gentleman" without visible means of support.

One of the gentlemen elected was Mr. Alderman Vaughan-Morgan, a member of the cutlery firm of Morgan Bros., founders and proprietors of The Ironmonger and The Chemist, two of Great Britain's leading trade journals. The other was Mr. Joseph Lawrence, gold and silver wire drawer, and also closely associated with the British press and several manufacturing concerns.

Both these men are successful business men, and we may safely presume that to this fact is due their appointment to the honorable office of sheriffs of the great city of London.

CANADIAN BOLTS WANTED IN GREAT BRITAIN.

WE have before us copies of some recent correspondence which has passed between Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, and a Glasgow commission firm, regarding bolts and nuts of Canadian manufacture.

Great Britain is an importer of nuts and bolts, and a year or more ago **HARDWARE AND METAL** referred to the fact that inquiries had been received here from Great Britain asking for quotations for round lots. At that time the manufacturers in Canada were so pressed with orders on home account that they were not in a position to give the export trade little if any consideration.

Now, the question of buying bolts and nuts in Canada is again receiving attention in Great Britain, and it is claimed that the combination which the nut and bolt manufacturers of Scotland formed a few weeks ago has made it easier for Canada to do business in those lines.

Judging from the correspondence referred to in the beginning of this article, letters have been passing between the Glasgow commission firm in question and some of the manufacturers in Canada. The latter, it appears, are of opinion that the commission firm should buy outright. But this the commission firm states it cannot do on account of the smallness of the margin of profit, and, furthermore, claims that, if the Canadian manufacturers are to do a successful trade with the shipbuilders in Scotland, it would be necessary for them to have stock in Glasgow, "as a better price can be got for prompt delivery, as high as 10 per cent. being charged for delivery from stock."

United States manufacturers are making a bid for the trade, and the largest bolt and nut manufacturing firm in France has already not only appointed a Glasgow man to represent it in that city, but keeps stock there as well. The result is that this agent is doing a large business.

"It will be the first in the field that will get the hold," writes the commission firm, "and it is almost certain the Americans will seize the opportunity, as they have been shipping rivets already to this district."

The question of exporting rivets and bolts

to the British market is one well worth the consideration of the Canadian manufacturers. That market, with its great shipbuilding interests, is naturally one well worth having a share of. Now, that there is a possibility of doing so, it seems to us it would be a mistake to allow the opportunity to slip by without making an effort to take advantage of it.

The bolts made in Canada possess a high reputation for quality. We believe we are well within the mark in saying that none have a better reputation. On the score of quality, therefore, we have nothing to fear.

A COUPON FAILURE.

THERE have been several failures of concerns devoted to such schemes as coupons, trading stamps, etc. The latest failure in this line is that of The Toronto Cash Coupon Co., 35 Yonge street arcade, Toronto.

The concern was started three years ago as The Buyers' and Mercantile Benefit Association, but the style was afterwards changed to that which it bears to-day, a new company with a capital of \$40,000 having been formed.

The company sold to retail merchants books of stamps, one stamp to be issued for each 10c. worth of goods purchased. The book, when filled, would represent \$100 worth of goods purchased, and, on being presented to the office of the company, \$3 in cash was given the holder. The stamps cost the retailer ½c. each, or 5 per cent.

HARDWARE AND METAL always has been and is still opposed to such lines of business as that carried on by the firm in question. But business men who deem it wise to patronize them have had lessons enough to teach them that they should only employ the coupons or stamps of companies whose financial standing is sound, for the customer who fails to get her stamps or coupons redeemed will not throw all the blame upon the company that becomes insolvent or absconds, but upon the retail merchant who gives coupons.

Just what the liabilities of the company are no one knows and probably never will know. The liabilities outside the shareholders are between \$400 and \$500, but

that does not include the sums owing to those who are holding coupons. The assets are about \$100 and will be no more than enough to pay for the winding up of the estate.

TIN IS ADVANCING.

There has been a most phenomenal rise in pig tin since the first of the present month.

When the month opened tin was quoted at £139 10s. London and £133 Singapore. These prices were £16 higher than those of the same time last year, and consequently there was not the same reason to expect no advance this year as there was last July.

To-day, however, £143 10s. is asked for it in London and £138 at Singapore. In New York it has risen from 31.50 to 32.75c. It is not surprising, then, considering this advance, that spot prices in Canada have been marked up. As a matter of fact, the Montreal dealers were slow, rather than prompt, in responding to outside conditions.

Moreover, it seems likely that there will be further advances for the article can hardly be obtained on this market, so low are the stocks.

The foreign markets in tin are still firm and advancing, while the statistical position of the metal continues to favor strength.

A HIGH PRICE FOR LEAD.

One of the features of the metal market at the moment is the high price of pig lead in Great Britain.

Quotations there, according to cable advices received in Toronto this week, are £18 per ton for Spanish and £18 5s. for English.

It is a number of years since the price of pig lead touched these figures.

PARTNERS WITH UNIQUE NAMES.

Chu Tai, Chu Poy, Chu Kum, Fook and Shum Moon are the proprietors of a new mercantile concern in Victoria, B.C. In order that the firm will have some chance of being remembered, its style has been reduced to The Wing Chong Co. One would have to travel many days' journey to find a list of parties whose names are more unique. We wonder whether their methods of doing business will be as unique as their names. For instance, will they eschew price cutting?

WINNIPEG'S GREAT ANNUAL FAIR.

THE Winnipeg Industrial Fair of 1900 is now history, and a dating point for the future. The weather, the number of exhibits and the attendance all surpassed previous years.

THE WEATHER.

It was Queen's weather (as was but just and right, considering that we had the Queen's representative with us), but then, Manitoba Queen's weather is just a little bit better than you get anywhere else. Each morning Winnipeg got up to cloudless skies and bright sunshine, tempered with cool western breezes; the evenings were clear, calm and starlit, and cool enough to render sleeping a luxury (that is, where you had anything to sleep on). Twice during the week a smart shower fell during the night, just enough to lay the dust, but not enough to stir up Winnipeg's all too affectionate and clinging mud.

THE VICE REGAL VISIT.

Winnipeg was really en fete on Saturday, July 21, for on that date His Excellency the Earl of Minto and the Countess of Minto were to arrive. All day the trains coming into the city brought hundreds anxious to join in the loyal procession. The city was gay with bunting, and from almost every building on Main street, and on all public and many private buildings, floated the Union Jack. The decorations were really very beautiful, and many of them costly. Main street was not arched, as it is no trifle to span its 100 feet of driveway, and it was also thought unwise to in any way obstruct the view of the procession.

The illuminations were nearly all in electric lights—red, white and blue royal crowns, rose, shamrock, thistle and the maple leaf being the most popular forms. On the city hall was a crown with "V.R." and a maple leaf on each side, while below were the words "Welcome, Minto" written in fire. Perhaps the most effective thing was the monument in the City Hall Square. The tall column supporting the figure of the soldier in full uniform was literally a pillar of fire (most appropriate, when it is remembered by what a fiery road the brave young soldiers it commemorates went home). The train bearing Their Excellencies reached the city about 8.30, and by 9 o'clock the procession had reached the city hall. Let the reader remember that Main street is 132 feet wide (100 feet of driveway and 16 foot sidewalk on each side) and 1½ miles long between the C.P.R. depot and the Assiniboine river. It is well paved all the way, and the City Hall Square is just midway. The last of the procession was barely formed at the C.P.R. when the first part

was passing the city hall. It was headed by the fire brigade, their apparatus beautifully decorated and all the big steamers and hook and ladder wagons burning limelights. It is impossible to describe that procession in detail. It would fill pages. The carriage with Their Excellencies was drawn by four white horses, and the guard of honor was formed of Royal Canadian Dragoons, their brilliant scarlet tunics showing with fine effect, the Boys' Brigade and the 90th Regt., the latter being out in full force, their white helmets contrasting vividly with their dark uniforms. The military were closely followed by the Scottish Clans in Highland costumes and with a contingent of no less than 10 pipers playing for dear life, half a mile of fraternal societies in full regalia, bands, bugles, fifes and drums and thousands upon thousands of well-dressed cheering, singing citizens, the light bright dresses of the women and children reflecting the light of the torches. As the vice-regal party passed along, the electric light switches were turned on and a perfect blaze of colored light would stream across the street. The bands played "God Save the Queen" and the crowds cheered to the echo, they broke into the "The Maple Leaf Forever" and again and again the cheers broke forth, then "Soldiers of the Queen" and it seemed as if the whole city had suddenly shouted together. Viewed from the top of a three-storey building it was a most gorgeous pageant, and once seen not likely to be forgotten. Lord Minto was left in no doubt that he was welcome to the West (where he is looked upon as an old friend) and that the West is loyal straight away to the point "Where West is East Beside the Land-Locked blue," for there were scores of people all the way from British Columbia.

But all this is not the Fair. With so auspicious a beginning it was not wonderful that the whole week was a success.

EXHIBITS.

It has been already said that the attendance was ahead of anything yet recorded, so it is not necessary to say anything more unless, perhaps, to quote the words of an American visitor who remarked: "Well, I'm blessed if I ever saw so well-dressed a crowd. There must be 25,000 people on the grounds this minute, and I have yet to see one that is shabby, let alone in rags."

The exhibits were best in those features that really represent the strength of the country. The stock was superb. The judges in all classes could hardly be too enthusiastic about it. And, not only were the exhibits fine in quality, but they were so

numerous that at the last moment new stables had to be erected. The horses, cattle and pigs were all strongly represented, the sheep were the weakest class in the stock, and even they were a very good exhibit. The dairy exhibit was excellent in quality and very representative. The best cheese shown was made by a young woman student of the Manitoba Government Dairy School, Miss Lokier, of Genela, in the Dauphin District. The display of dairy machinery was tastefully arranged, and the largest yet made. Speaking of machinery, the local implement dealers came to an agreement some time ago that they would not exhibit on the Fair grounds, but in their own warehouses, and they claim that from the standpoint of business and orders, it has paid them better. From the standpoint of the appearance of the Fair, there is but one opinion, and that is the loss is very great. The machinery hall was always a great centre of attraction, for the dealers made large displays and their goods are effective. Good machinery in motion is always a pleasant sight. It is to be hoped by another year that some arrangement may be come to for their presence on the ground.

Owing to the extremely dry weather of the month of June the horticultural exhibit fell far below its usual merit, though many of the specimens shown were very fine.

The main building showed many fine and very tasteful exhibits; those of E. L. Drewry and The Scott Furniture Co. being pronounced the most attractive. The art critics are still disputing over the merits of the art gallery, so it is best let alone. There were a number of pictures that looked good and pleasant to the eye of the unlearned. The British Columbian building, built of British Columbian native woods, was a new and most attractive feature of the fair, and was thronged all day long and every day. The mineral exhibit was most instructive, as were also the grain and grass exhibits from Alberta, which were given place in this building.

ATTRACTIONS.

These grow yearly a more important feature of our Western fairs until the more

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

sober-minded are inclined to think the thing is entirely overdone. However, this may be, there was at least one very regrettable feature of the attractions at Winnipeg, and that was the introduction of a "Midway." It is to be hoped it will not be repeated. Attractions which have as their lure women performers, and are of a character no decent women may see, should have no place on the grounds of an Industrial Fair, which makes its proud boast of being educational as well as amusing. Education in vice can be obtained all too easily without the Exhibition directors making money out of placing it under the very eyes of hundreds, yes thousands, of youths fresh from country homes and eager for change and excitement.

One of the sights of the Fair always is the "stock parade" of Citizens' Day and it is a sight worth going far to see. It is estimated that there were 12,000 people on the grand stand and in the paddock when it passed this year, and the crowd was quite as goodly a sight as all the glossy stallions, stately bulls and grunting, protesting pigs.

American Day was, as ever, a great success. Year by year more of our cousins come to see us and fall in love with our country and come back to stay, or fall in love with our pure-bred stock and pay long prices for them.

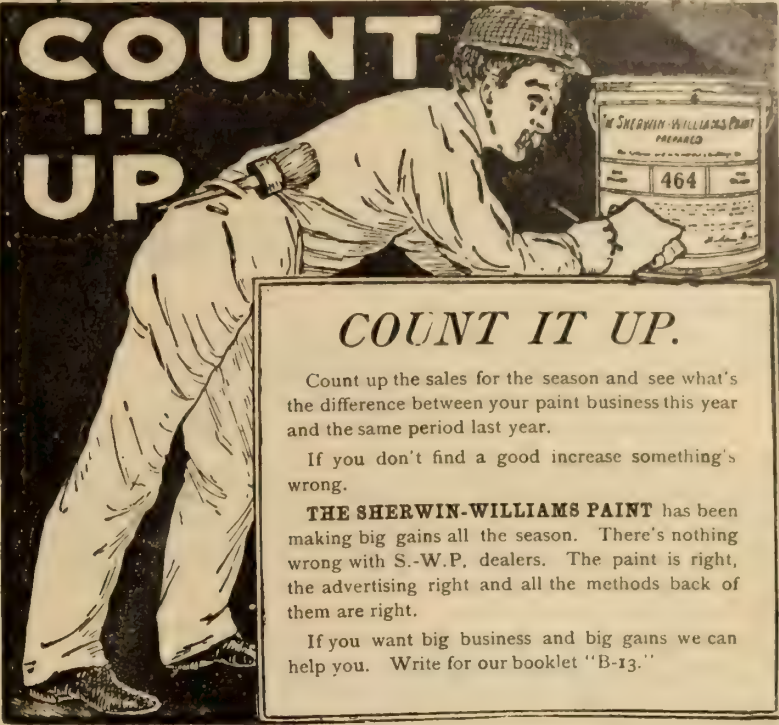
MERCHANTS IN TOWN.

It is estimated that there never has been as many merchants from outside points in the city at any previous Fair, and though in the dry goods and hardware lines but a small amount of business was done, yet wholesale men express the opinion that in the end the meeting of heads of departments and customers is a wise and profitable thing and is productive of much better mutual understanding. All travellers were in the city for the week and devoted themselves to the comfort and pleasure of their customers.

THE U.C.T.'S MAKE MERRY.

Some of the officials of the United Commercial Travelers of Minnesota and Dakota took the opportunity of the cheap rates for Fair week to visit the brethren here. Business being got through with by noon Saturday an adjournment was made to Edison Hall, River Park, where, after a pleasant run on the electric cars, the guests and hosts sat down to a banquet. The menu was choice, the service good, and it is safe to say that after the first course the repartee was as choice as the viands. Toasts and speeches followed the banquet, and from 10 p.m. until midnight dancing was kept up merrily. The wire screening sides of the great hall admitted plenty of sweet fresh air, the floor was good, and the music better. Outside was a perfect Manitoba summer night and a grove of cool rustling poplar

To Sherwin Williams Insurance 31-7-00



COUNT IT UP.

Count up the sales for the season and see what's the difference between your paint business this year and the same period last year.

If you don't find a good increase something's wrong.

THE SHERWIN-WILLIAMS PAINT has been making big gains all the season. There's nothing wrong with S.-W.P. dealers. The paint is right, the advertising right and all the methods back of them are right.

If you want big business and big gains we can help you. Write for our booklet "B-13."

THE SHERWIN-WILLIAMS CO
PAINT AND VARNISH MAKERS.

CLEVELAND. CHICAGO.	NEW YORK. MONTREAL.	BOSTON. TORONTO.	SAN FRANCISCO. KANSAS CITY.
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with seats here and there in shady corners, and the Knights of the Grip and their lady friends found this a delightful spot to cool off between dances. Winnipeg was reached shortly after midnight by a tired but jolly crowd, the American visitors insisting to the last breath that the Winnipeg U.C.T.'s were in very deed "Jolly Good Fellows."

TOOL TRUST IN GERMANY.

United States Consul-General Guenther writes from Frankfort, June 12, 1900: "The manufacturers of first-class tools and of iron and steel goods in Westphalia and Rhenish Province, have formed a trust. Its avowed purpose is to fight foreign competition in tools, etc., and the menacing commercial invasion from the United States. At the same time, it is intended to combat the domestic production and sale of shoddy goods at ruinous prices. Every competent manufacturer who obligates himself to sell only first-class goods and mark them with the firm's name and price, can become a member of the union. The sale of poor and defective articles will result in expulsion. A committee will supervise the quality of the goods. The sale will be regulated by the union as much as possible, especially as to prices, terms, etc. For effective opposi-

tion against foreign competition, united action will be inaugurated."

PERSONAL MENTION.

Mr. R. C. Fisher, of Rice Lewis & Son, Limited, is taking a well-earned holiday.

C. H. Rigby, chief purchasing agent for The Dominion Iron and Steel Co., Sydney, N.S., has resigned his position.

A. MacGregor, head of the hardware firm of MacGregor & Son, Victoria, B.C., died suddenly yesterday from an attack of heart disease.

Mr. S. W. Vogan, retail hardware merchant, Walkerton, Ont., was in Toronto early this week, on his way to Europe. **HARDWARE AND METAL** wishes him a pleasant journey.

TO ABOLISH TRADING STAMPS.

At a meeting of the Retail Merchants' Association of Toronto, held in the Temple building, on Tuesday night, it was unanimously decided to discontinue giving trading stamps after August 1. Addresses, urging those present to adhere to the resolution, were delivered by W. B. Rogers, president of the association, and others.

CATALOGUES, BOOKLETS, ETC.

SPORTING GOODS.

LEWIS BROS. & CO., Montreal, have just issued their annual sporting goods catalogue for the season 1900-1901. The cover is particularly attractive and appropriate. It is printed in black, yellow and white. In the foreground is the figure of a man in the act of taking aim, while in the background there are trees in black and the sky in yellow and white. The catalogue contains 58 pages, with some 200 or more illustrations of guns, rifles, revolvers, cartridges, gun-cases, hunting clothing and sporting appurtenances of various descriptions.

ENAMELED WARE.

The National Enameling & Stamping Co., of the United States, with executive offices at New York, have issued a large catalogue of their wares, 35,000 copies of which have been distributed among those interested in their line of business. The catalogue is in ordinary book form, bound in heavy paper, and contains 650 pages, with 3,050 cuts of their enameled, japanned, granite steel wares, etc. A number of lithographed pages show their Patent Genuine Granite Steel Ware and Venetian and Brilliant Enameled Steel Ware in the natural colors. The book is being distributed throughout the entire world, and any dealer who has not received one, can do so by dropping a line to their offices at 81 Fulton street, New York.

"OXFORD" FURNACES.

The Gurney Foundry Co., Limited, Toronto, have issued a catalogue, tastefully gotten up, for their new "Oxford" warm air and combination furnaces. It is illustrated fully with half-tones of their different styles of furnaces, each having a page of descriptive text. One page gives the dimensions, capacity and price list of their new "Oxford" 400 series, to which special attention is paid in the catalogue. Directions in setting up the furnaces, locations, draughts, etc., are given a place in the catalogue, making it more than a mere advertisement.

THE MARLIN TAKE DOWN REPEATER.

A tasty booklet is being issued by The Marlin Fire Arms Co., New Haven, Connecticut, called the "Marlin Trap-shooters' Score and Record Book." The covers are printed in colors, and are an attractive and artistic piece of work. Every alternate page is taken up with a printed score-card on which to record the number of targets, the number scored, entrance money and money received. Besides the space given

to the score-card, the "Marlin Take Down Repeater" in three grades, "A" "C" and "D," is fully illustrated and described, and the price of each is quoted and compared with other makes. This shot gun is made with a single barrel only, and a page of the book is given to show the advantages

of a single barrel over a double barrel. The booklet closes with a number of points of the superiority of the "Marlin," which will appeal strongly to all lovers of good guns. On the whole this booklet is a creditable production. Dealers should obtain a copy of it.

IVER JOHNSON

Guns AND Revolvers

Are The Safest.

The accidental discharge of an Iver Johnson Automatic Revolver is absolutely impossible. The only way to discharge the weapon is to pull the trigger. Handy for police, house, and pocket use.

The Iver Johnson Single Guns are noted for their high-class construction and low price.

Leading jobbers handle the Iver Johnson Fire-Arms.

SEND FOR NEW ILLUSTRATED CATALOGUE.

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—163 Washington St.
Worcester—304 Main St.

FITCHBURG, Mass.

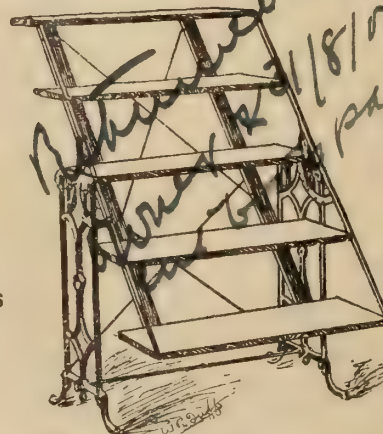
AN ATTRACTIVE DISPLAY

and economy of valuable space are two of the many advantages derived by using

BOECKH'S ADJUSTABLE DISPLAY TABLES

Easily and instantly adjusted to any angle.

Useful for many purposes and always ready for use.



Artistic in design and finish.

Adopted by experienced window dressers everywhere.

Ornamental as well as useful.

WRITE FOR ILLUSTRATED BOOKLET.



80 York Street,
TORONTO

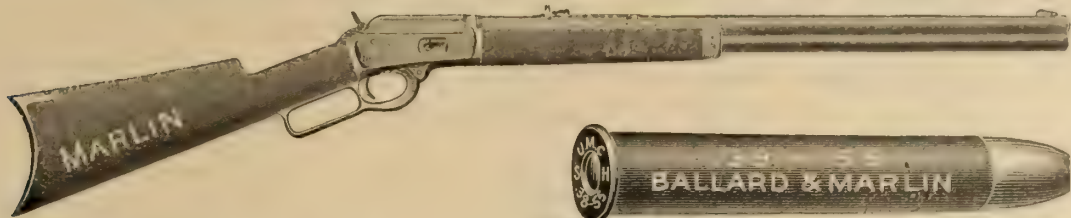
H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY.

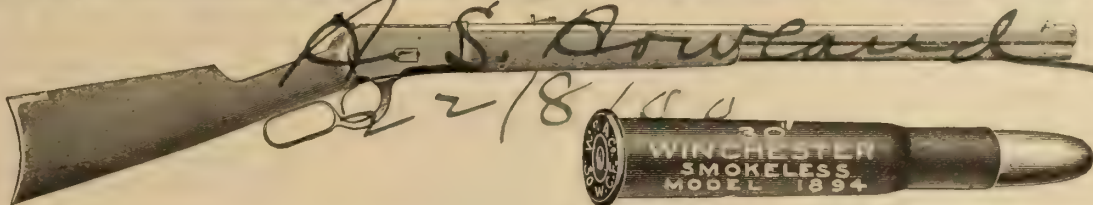
37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE.

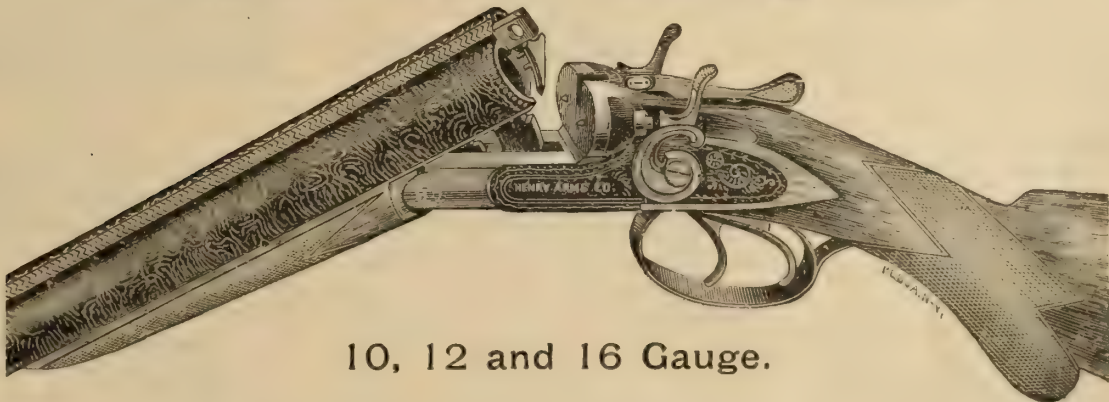
Marlin Safety Repeating Rifles.



Winchester Repeating Rifles and Shot Guns.



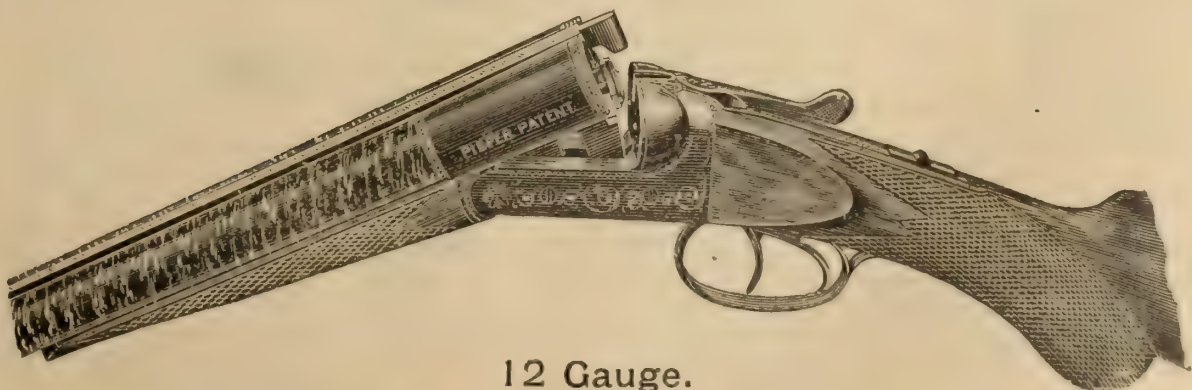
Pieper's Breech-Loading Guns.



10, 12 and 16 Gauge.

Pieper's Hammerless Guns.

MODEL 1900.



12 Gauge.

H. S. HOWLAND, SONS & CO., Toronto.

LETTER ORDERS
FILLED PROMPTLY.

Graham Wire and Cut Nails are the Best.

OUR PRICES
ARE RIGHT.

Revolvers, Flobert Rifles, Ammunition.

Loaded Shells, Shot, Wads and Caps.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

VE. PARADIS has been appointed curator of Mrs. F. Dumas, hardware dealer, Quebec city.

T. C. Forkes, general merchant, Rathwell, Man., has assigned to C. H. Newton.

The creditors of George P. McNish, founder, etc., Lyn, Ont., met August 1.

An assignment has been demanded of Major Frere & Co., roofers, etc., Montreal.

Garner Bros., hardware merchants, etc., Niagara Falls, Ont., have assigned to Alex. Fraser.

Francis Laroche, harnessmaker, Hull, Que., has compromised at 50c. on the dollar.

J. J. Kelly, hardware merchant, Orangeville, Ont., offers to compromise at 50c. on the dollar.

Alf. Drolet, general merchant, St. Felecion, Que., has compromised at 35c. on the dollar.

J. A. Costello, general merchant, etc., Brundenell, Ont., has assigned; creditors meet August 4.

PARTNERSHIPS FORMED AND DISSOLVED.

Poupore & Malone, contractors, Montreal, Que., have registered partnership.

James & Huot, roofers, Montreal, have formed a partnership.

S. & J. Carriere, general merchants, Coteau Station, Que., have compromised and dissolved.

John Cox and Harry Clark, painters, North Sydney, N.S., registered copartnership July 25, as Cox & Clark.

SALES MADE AND PENDING.

James Coakwell, harness dealer, Markham, Ont., has sold out.

J. H. Clark, general merchant, Tree-shank, Man., has sold out.

Samuel J. Morris, general merchant, Crampton, Ont., has sold out.

Andrew McAfee, general merchant, Waterford, N.B., has sold out to John Frier.

H. Hyde, coal dealer, Truro, N.S., advertises his property for sale by tender, August 18.

The stock of Elz. Grenier, general merchant, Murray Bay, Que., was sold at 69c. on the dollar.

The stock of Carley & Studer, general merchants, Morden, Man., was sold by auction July 28.

John Younie, manufacturer of window latches, etc., Montreal, Que., has sold his stock and machinery to the Montreal Hardware Manufacturing Co., Limited.

CHANGES.

F. M. McConnell, general merchant, Calton, Ont., has closed up.

C. W. Raymond, general merchant and

hotelkeeper, Mitchell's Bay, Ont., is closing up his store.

George Doan, harness dealer, Glanworth, Ont., has closed up.

Samuel Coburn, blacksmith, Westbourne, Man., is giving up business.

Wm. McMaster, hardware merchant, Ridgetown, Ont., has commenced business.

Mrs. J. Smith, harness dealer, Innisfail, N.W.T., has been succeeded by W. Hall.

M. F. McDonald, hardware merchant, Okotoks, N.W.T., has commenced business.

The Dominion Rock Drill and Foundry Co., Limited, Napanee, Ont., have obtained a charter.

Fortune & Sons, general merchants, Bridgeport, N.S., have opened a branch at Sydney, N.S.

The Hamilton Gasoline Engine and Automobile Co., Limited, Hamilton, Ont., have obtained a charter.

Wm. Calbeck has bought out W. T. Hodgson's share in Hodgson & Bowness, grocers and hardware merchants, Bedeque, P.E.I.; style changed to Bowness & Co.

STARTING BUSINESS.

Isaac Kersey has commenced business as general merchant at Edy's Mills, Ont.

D. Locerte has commenced business as general merchant in Prince Albert, N.W.T.

FIRES.

T. J. Hunt, blacksmith, Thornhill, Man., has been burned out.

The storehouse of The D. Moore Co., Limited, stoves and tinware, Hamilton, Ont., was damaged by fire and water; insured.

THE FIRST NAIL MACHINE.

W. Perry writes to The Montreal Herald as follows under date of July 27: "Looking over The Herald of July 21, I read an interesting letter on the invention of the first wire nail machine. Please allow me space to say that I built the first pin machinery in Canada for Pullan & Co. (for manufacturing the ordinary brass pin in daily use). Leaving their employ in 1868, I went to Cote St. Paul to build the machinery for the manufacturing of shovels, and for Messrs. Frothingham & Workman, and, while there, in connection with a Frenchman from France, a wire nail machine was made for Patrick Dunn, Esq., manufacturer of nails. This machine turned out nails in every respect equal to many made to-day; this was over 30 years ago, and I think, Mr. Editor, Mr. P. Dunn should be credited with making the first nail machine in Canada for making wire nails. He paid the bills. The pin machinery alluded to was on a fair basis to build the wire nail machinery."

The Nova Scotia Steel Co., Limited, will build 12 miles of railway in Cape Breton in connection with their coal areas there.

THE COST OF STOVES.

INQUIRY among stove manufacturers develops as strong reasons as ever for maintaining prices. A very prominent Western stove manufacturer says that the dealers who are waiting for reductions in prices do not understand how largely labor enters into the cost of stoves. Since 1898 the average wages paid to workmen employed in the stove foundries and mounting shops have advanced considerably, and there is no prospect at this time of getting any reduction. Manufacturers have a yearly agreement with the moulders' union which does not expire until spring, and they would have to be confronted by a very serious state of affairs to attempt to make reductions in the wages of their other employees just as activity is expected to develop in fall trade. With no relief from high labor cost, the only direction in which a reduction might be expected is in the cost of materials. But here it is found that prices have not yet shown a sufficient decline to establish much of a difference as compared with contracts for materials from which stoves are now being manufactured. We are advised by manufacturers whose reputation for veracity and integrity has never been questioned, that thus far, notwithstanding published reductions in prices of pig iron, they have been unable to get a concession of more than 50c. a ton on the grades which they are obliged to use to get satisfactory castings. As previously stated in these columns, very little iron was contracted for at the high prices prevailing last fall, most stove manufacturers having had the forethought or good judgment to buy enough when prices were lower to carry them well into this year. As they did not advance stove prices to correspond with the extreme advance in pig iron, it cannot reasonably be expected that they will make a reduction in stove prices simply because the advance in pig iron could not be maintained. On the other hand, if the demand for pig iron had developed sufficiently to keep its price at the very high level reached, it is absolutely certain that stove manufacturers would have been compelled to make a greater advance in their prices than any thus far charged. Their old pig iron contracts would have expired and they would no longer have been in a position to give their customers some of the advantages of the possession of cheaper material.—The Metal Worker, July 28.

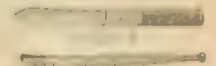
About 400 delegates will attend the convention of the Canadian Electrical Association in Kingston, on August 29, 30 and 31. Arrangements are being made to entertain them with searchlight excursions, banquets and band concerts.



SMITH & HEMENWAY CO., Manufacturers, Importers and Exporters, 296 Broadway, NEW YORK CITY

Nippers and Pliers, Wrenches, Glass Cutters, Nail Pullers, Razors, Butcher Knives, etc.

OUR 1900 CATALOGUE SENT FREE UPON APPLICATION.



The British Columbia Copper Co., Limited, are building a 300-ton smelter at Greenwood, B.C.

A farmers' cooperative binder-twine company is being organized in Walkerton, Ont., with a capital of \$120,000.

The Victoria Foundry Co., Ottawa, who were burned out in the late fire, expect to be running in two months' time.

The Nova Scotia Steel Co. have postponed the new company's flotation for a time, owing to the tightness of the English money markets.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Portland Cements

BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

**Diamond
Adjustable Cook
Stove Damper**

Patented March 14th, 1893.



Patented December 22nd, 1890.

EXTENDED.
4 x 11 to 8 x 21.

For Sale by Jobbers of Hardware.

Manufactured by **THE ADAMS COMPANY**, Dubuque, Iowa, U.S.A.
A. R. WOODYATT & CO., Guelph, Ontario.

Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by..

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
Deseronto.

Gooderham Building, TORONTO

HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of

High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere.



NOTICE TO IRON BRIDGE BUILDERS.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for iron work of bridges over the slide channels, Ottawa," will be received at this office until Thursday, August 16 next, for the reconstruction of the iron work of the bridges across the Chaudiere slide channels of the Ottawa River, in the City of Ottawa, which was destroyed by fire in April last, according to plans and a specification which can be seen at the office of the Superintending Engineer of the Ottawa River Works, over the Post Office in the city of Ottawa, and at the Department of Public Works, Ottawa, after Wednesday, August 1 next.

Tenders will not be considered unless made in the manner called for by the specification and signed by the actual signature of the tenderer.

An accepted chartered bank cheque, payable to the order of the Minister of Public Works, and equal to 10 per cent. of the bulk amount of the tender, must accompany each tender. The cheque will be forfeited if the party decline to contract or fail to complete the work contracted for. It will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

JOSEPH R. ROY,

Acting Secretary.

Department of Public Works,
Ottawa, July 30, 1900.

N.B.—Newspapers inserting this advertisement without authority from the Department, will not be paid for it. (32)

**HENRY ROGERS,
SONS & CO.,**

SHEFFIELD, ENGLAND

Manufacturers of the celebrated



HRS & CO

**UNION JACK
CUTLERY**

We make a specialty of

**PLATED WARE,
FRUIT KNIVES, ETC.**

Our Canadian Representative carries a full line
of samples.

Canadian Office:

6 St. Sacramento St.,

MONTREAL.

F. A. YORK, Manager.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, August 3, 1900.
HARDWARE.

TRADE is quiet, but there is no lamenting, for there are unmistakable signs which go to show that business is in a fairly healthy condition. Payments are good, and mail orders continue to come in for seasonable goods. A good fall trade is generally looked forward to. There have been some discouraging reports of crops, yet the harvest, on the whole, will be fair, and we reasonably look for continued prosperity. The outlook in Manitoba is not so encouraging, and some orders, placed early in the season, have been cancelled, yet it is hoped that the Province and Territories will not be so badly off when the inventory is taken. The farmers out there have more sources from which to draw a livelihood than they once had, for they do not now grow grain only. The only change in quotations we have to note is that the price list of bolts has been entirely recast.

BARBED WIRE—In this line the trade are only getting ready for the fall demand.

The orders coming in now are few. We quote the base at \$3.30 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—There is little doing in galvanized wire. We quote as follows: Nos. 6, 7, and 8 gauge, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25, for small quantities.

SMOOTH WIRE—All varieties are slow at \$3 per 100 lb. base.

FINE STEEL WIRE—Fine wire shares in the slow tendency of other grades of wire. The discount is 15 per cent. off list.

BRASS AND COPPER WIRE—This is pretty well out of season. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Trade is dull at \$3 45 per keg of 100 lb.

WIRE NAILS—Both jobbers and retailers are sorting up stocks and the fact leads to a fair movement. We quote \$3.10 for small lots and \$3 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—A lot of small orders are arriving, giving a tone of activity to the market. We quote \$2.60 for small and \$2.50 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—A fair business is noted. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—Quiet, but inquiry for forward account is beginning to make itself felt. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow shoes, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.85; No. 1 and smaller, \$4.10; feather-weight, all sizes, \$5.10; toe weight steel shoes, all sizes, \$6.20 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—Trade is fairly active. Discounts are as follows: Flat head bright, 8 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head

A NEW FURNACE

For any kind of Fuel { ROUGH WOOD
KNOTTED WOOD
HARD COAL
SOFT COAL

Made in three sizes, with capacities ranging from 10,000 to 50,000 cubic feet. The most modern and powerful heater of its kind made in the Dominion.

They have larger heating surfaces than any other, and have . . .

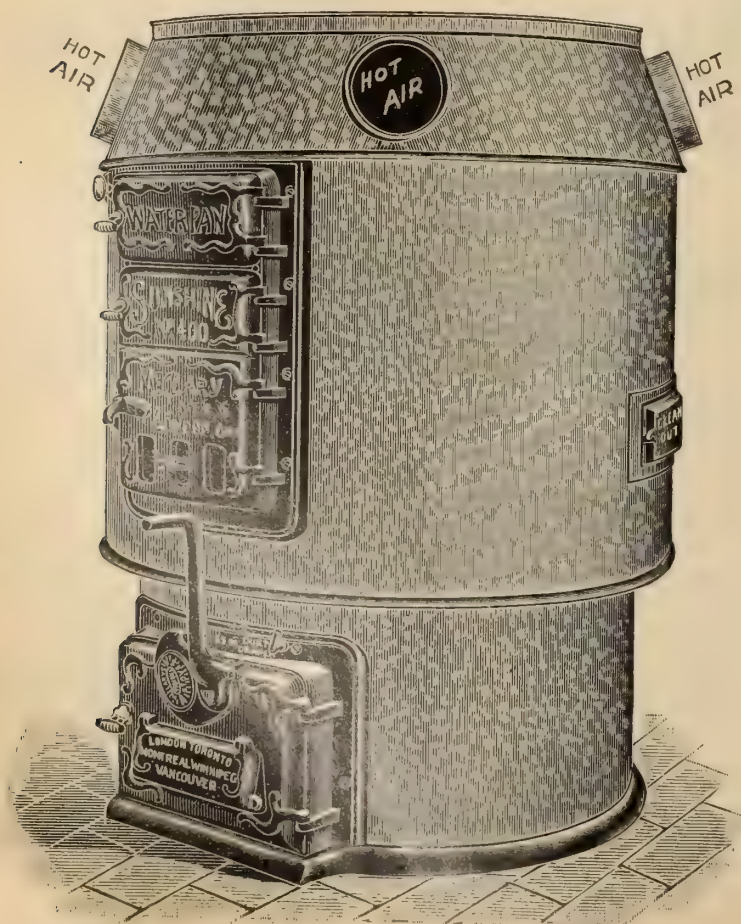
Heavy sectional firepot,
Triangular grates,
Double fire door, size 11×15 in.
Direct or indirect draft.
Safety gas damper,
Steel plate dome and radiator.
They are easily set up, and cased.

A HIGH-CLASS FURNACE AT A LOW PRICE

Descriptive matter will be mailed to Agents in a few days.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL,
WINNIPEG, or VANCOUVER.



American Sheet Steel Company
Battery Park Building
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Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized

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Drain Pipes Portland Cements Fire Bricks

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31 Wellington street, MONTREAL

WESTERN Incorporated 1851. ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,340,000.00
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
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Deseronto Iron Co. LIMITED DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong High Silicon Iron, for Foundry Purposes.

bronze, 67 1/2 per cent.; round head bronze, 62 1/2 per cent.

BOLTS—The quantities moving this week are much larger than for some time past. The price list is recast. Discounts are: 5-16 and under, 60 per cent.; 3/8 and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 75 per cent.; square nuts, 4c. per lb. off list; hexagon nuts, 4 1/2 c. per lb. off list; bolt ends, 65 per cent.; blank bolts, 60 per cent.; plough bolts, 55 per cent.; Norway bolts, square, 65 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.

RIVETS—Business in these is well maintained for the season. We quote discounts: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 50 per cent. off; swedes iron burrs, 45 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 50 per cent. off.

CORDAGE—Rope is moving with some degree of activity. The base prices are unchanged at 14c. for manila, and 9 3/4 c. for sisal.

SPADES AND SHOVELS—Trade is moderate. The discounts are 40 and 5 per cent.

FIREBRICKS—There is a good demand for firebricks considering the season of the year. We quote \$17 to \$24 per 1,000 as to brand.

TACKS—The inquiry for tacks continues. Merely as base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

CEMENT—Carlots have been moving this week, probably in anticipation of a firmer market. As yet, there is no change. We quote as follows: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

METALS.

Trade is dull with the continued advance of tin and lead as the chief features.

PIG IRON—Some transactions in Summerlee at \$24.50 on wharf, have taken place this week. Iron is very scarce in Montreal.

BAR IRON—The demand continues strong at \$2.15 to \$2.20 per 100 lb. f.o.b. Montreal.

BLACK SHEETS—There is a fair demand for these on forward account. We quote the base on 8 to 16 gauge at \$2.95.

GALVANIZED IRON—There is little activity shown. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—The market is quiet and steady. We still quote 17 1/2 c.

INGOT TIN—The tendency of the market is still upward and no collapse in the high values is anticipated. The price here is 37c. There is very little spot tin in sight.

TINPLATES

"LYDBROOK," "TRYM,"
"GRAFTON," "ALLAWAYS,"
"CANADA CROWN," ETC.

CANADA PLATES

"DOMINION CROWN" All Polished.
"ALLAWAYS" best Half Bright.
"PONTYPOOL" Half Bright.
"DOMINION CROWN" Galvanized.

A. C. LESLIE & CO. MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO. Hamilton, Ont.

Offer from Store,
Montreal, Toronto and Hamilton:

Special Values in Galvanized Iron

QUEEN'S HEAD, COMET
AND APOLLO BRANDS.

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO. Limited NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN
Open Hearth Steel

An Opposition Traveller

said to one of our representatives a few days ago that "You people make me tired the way you blow about that Elastilite Varnish."

Poor Fellow! No wonder he was tired! Elastilite has taken his customers and he has to work hard to get orders.

Elastilite is a Varnish for either **inside** or **outside** that you can sell over and over again to your customers. Once used they always ask for it and tell their friends how nice it looks and how well it wears.

—Manufactured only by—

The Imperial Varnish & Color Co.
LIMITED
TORONTO, CANADA.

LEAD—Outside quotations are firm. We quote the base at \$4.65. Stocks are strongly held here.

LEAD PIPE—Quiet. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—There is a good demand for iron pipe with prices steady. Makers remain apart. We quote: ¼, \$2.95 per 100 ft.; ¾, \$2.95; ½, \$3.10; ¾, \$3.45; 1, \$5.20; 1¼, \$6.75; 1½, \$8.10, and 2-in., \$11.00.

TIN PLATES—Tin plates are firm with demand slow. Prices are \$4.50 for coke, and \$4.75 for charcoal.

CANADA PLATE—Canada plates are low in the English market, but, as stocks here were bought at high figures and as goods cannot be brought here in less than two months, it is not likely that any further drop will occur. We quote: 52's, \$3; 60's, \$3.05; 75's, \$3.10; full polished, \$3.50, and galvanized, \$4.60.

TERNE PLATE—Price remains at \$8.50.
SWEDISH IRON—We quote \$4.25.

COIL CHAIN—Trade is quiet. We quote as follows: No. 6, 11½c.; No. 5, 10c.; No. 4, 9½c.; No. 3, 9c.; ¼-inch, 7½c. per lb.; 5-16, \$4.85; ¾, \$4.80; 7-16, \$4.50; ½, \$4.25; 9-16, \$4.15; ¾, \$3.80; ¾, \$3.75; ¾, \$3.70, and 1 inch, \$3.70 per 100 lb.

SHEET ZINC—Demand is fair at 6¼ to 6½c.

ANTIMONY—Unchanged at 10½c.

PAINTS AND OILS.

Advices from the Old Country appear to show that the pig lead market is steadily

advancing. A cable of Wednesday reports pig lead at £18. This, of necessity, gives a stimulus to all lead products, such as flake and ground letharge, orange mineral, red lead and dry white lead. At the moment there is, however, only a fair movement in ground white lead in Canada, and prices, while still firm, are unchanged. It remains to be seen whether the steady advance now taking place in pig lead, will not affect the price of ground white lead when a brisk demand springs up. The dull season will then be over, and Montreal grinders expect a brisk run of trade. Dry colors are normally the same except English vermilion, which shows a strong upward tendency. Gold leaf is scarce, and firm at current quotations. A fair movement is reported in varnishes. Turpentine is 2c. lower. We quote:

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.10; in kegs, \$5.35 to \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 84c.; boiled, 87c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in

WE HAVE A LARGE AND FULLY ASSORTED STOCK OF

HARVEST TOOLS

Forks,
Rakes,
Hoes,
Scythes,

Snaths,
Spades,
Shovels,
Etc.,

and will guarantee prompt shipment from warehouse for immediate orders.

JOHN BOWMAN
HARDWARE & COAL CO.,
...London, Ont.

Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 67c.; two to four barrels, 66c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

PARIS GREEN—Demand fair; 1-lb. packets, 19½c., and drums, 18½c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

GLASS.

Foreign quotations on glass continue firm, but prices here are unchanged. Large quantities are arriving. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PETROLEUM.

The petroleum market is quiet and featureless. We quote as follows: "Silver Star," jobbers, 16½c.; retail, 17½c.; "Imperial Acme," 17½ and 18½c.; "S. C. Acme," 19 and 20c.; "Astral," 20 and 21c.

HIDES.

No change is reported in hides. There is no accumulation of stock. Green hides

are quiet. We quote : Beef hides, 8c. for No. 1 ; 7c. for No. 2, and 6c. for No. 3. Calfskins, 9c. for No. 1, and 7c. for No. 2 ; lambskins, 30 to 35c.

MARKET NOTES.

All lead products are firm.

Nearly all travelers are off the road at present.

Ingot tin continues to advance at outside markets.

Turpentine has declined 2c.; bolts and coil chain quotations are also lower.

ONTARIO MARKETS.

TORONTO, August 3, 1900.

HARDWARE.

ANOTHER week has passed without any particularly new features developing in the wholesale hardware trade. With so many travelers taking their holidays and the midsummer season now on, the volume of business is necessarily not large. At the same time, however, it is generally reported to be fairly satisfactory for this time of the year. Some renewals are being asked for, but payments are, as a whole, fair. The week has been unmarked by any quotable change in prices. If anything, a little more business is being done in wire and cut nails. Fence wire of all kinds is still inactive, but without change in prices. Very little is doing in horseshoes. Screws are in active demand. Bolts and nuts are moving fairly well, and the same may be said of rivets and burrs. Trade is fairly good in enameled ware. In both rope and binder twine, there are quite a few orders, but they are individually small. Sporting goods are going out more freely, and cutlery is in fair demand. The demand has fallen off for harvest tools.

BARB WIRE—There have been a few little lots going out during the past week, and a few more inquiries are reported, but business, on the whole, is decidedly light. We quote f.o.b. Cleveland \$2.95 in carlots, and \$3.05 in less than carlots; f.o.b. Toronto, \$3.25 in less than carlots.

GALVANIZED WIRE—There is scarcely anything doing in this line and prices are without change. We quote as follows from Toronto: No. 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$5.10; No. 16, \$5.15. The f.o.b. price Cleveland for Nos. 6 to 9 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—We hear of no business being done in either oiled or annealed or hay-baling wire. The base price is unchanged at \$3 per 100 lb.

WIRE NAILS—Trade in wire nails has

been a little more active during the past week. There has been a fair sorting-up demand for this time of the year. We quote carlots at \$3, and less quantities at \$3.10 per keg.

CUT NAILS—There is also a little more doing in cut nails, but the volume of business is still light. The base price is \$2.60 per keg, Toronto, Hamilton, London and Belleville.

HORSESHOES—A moderate business only is being done in horseshoes. We quote, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.75; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$5.20; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$4; snowshoes, \$4.25; light steel shoes, \$4.20; featherweight (all sizes), \$5.20.

HORSE NAILS—Business in this line continues to be small. Discount, 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

SCREWS—Trade in this line is even better than it was a week ago, the demand being exceptionally good. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—There is a fair demand for stove and tire bolts, with prices unchanged at last week's reduction. We quote: Norway bolts, full, square, 65 per cent.; common carriage bolts, full square, 65 per cent.; ditto, 5-15 and under, 60 per cent.; ditto, ¾ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 60 per cent.; bolt ends, 65 per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 55 per cent.

PRESSED ZINC ORNAMENTS.

We have perfect facilities for turning out fanciful embellishments, such as Leaves, Modillions, Brackets, Capitals, Festoons, Garlands, Friezes, Wreaths, Enrichments, Rosettes, etc., in very finest quality and style. The work is all clearly brought out in detail, with very bold relief.

Our new catalogue shows an immense variety of handsome designs. Write us if you're interested.

THE METALLIC ROOFING CO.
OF CANADA, LIMITED
TORONTO, CANADA.

RIVETS AND BURRS—There is a fair trade being done, but this line is without any special feature. Prices are as before. We quote: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

ENAMELED WARE—A nice business is being done in this line, particularly in preserving kettles.

ROPE—Orders for this line are small, Although a fair number of them have been received. Prices are unchanged. We quote: Pure manila, 13½ to 14c.; "A" quality manila, 11½ to 12c.; special manila, 10½ to 11c.; sisal, 9½ to 10c.

BINDER TWINE—Quite a few orders are coming to hand, but they are only of a hand-to-mouth character. Quotations are largely nominal, and a good deal of cutting is going on among the retail trade. We quote: Pure manila, 12½c.; mixed, 9½c.; sisal, 9c.

HARVEST TOOLS—Business in this line has fallen off during the week and the movement is now small. Discount 50, 10 and 5 per cent.

SPADES AND SHOVELS—There are some going out all the time, but the general volume of business is small. Discount 40 and 5 per cent.

SPORTING GOODS—This is one of the chief lines in which increased movement is to be noted. During the past week quite a few guns and rifles have gone out, and ammunition is being shipped in fair quantities. As far as ammunition is concerned the chief movement is in loaded shells, but an increased movement in gun-powder is anticipated in a week or two.

CUTLERY—A fairly steady trade is being done in cutlery, but the business is naturally of a sorting-up character.

METALS.

PIG TIN—Galvanized iron and solder are the most active lines. In other kinds of metals trade rules quiet. The market is without special feature.

PIG IRON—Prices have not yet ceased to decline in the United States and quotations are purely nominal, the furnacemen seemingly being willing to accept almost any figure. There are very few transactions, as foundrymen are only buying when they can get a snap. Practically the market is dead.

BAR IRON—The market is still weak, and not much business is being done. We still quote \$2 in carlots, \$2.10 in smaller quantities.

PIG TIN—A fairly good trade is being done and prices are steady. We quote 36 to 37c., the inside quotation being to close buyers.

TINPLATES—Trade is quiet and without special feature.

TINNED SHEETS—There has been a little movement in tinned sheets, but it has principally been for shipment West.

BLACK SHEETS—There is the usual steady demand for black sheets at \$3.60 base.

GALVANIZED SHEETS—This is the most active line in the wholesale metal trade. A fairly good business has been done during the past week. We quote: 28 gauge, English, at \$5 in case lots, and American at \$4.60 in half-ton and ton-lots. Smaller quantities 15c. dearer.

CANADA PLATES—There is very little business being done in this line, and the feature is the arrival of import orders. We quote: All dull, \$3.35; half-polished, \$3.50, and all bright, \$4.

IRON PIPE—As noted elsewhere, an effort is being made among the wholesale houses to put a stop to the present cutting of prices and to make quotations uniform. Two meetings have been held this week, but with what result we cannot ascertain in time for this issue. Discounts are: Black, pipe, ¼ to ¾ inch, 40 per cent.; ½ inch, 60 per cent.; ¾ to 2 inch, 66⅔ per cent.; larger sizes, 50 and 5 per cent. Galvanized pipe: ½ inch, 40 per cent.; ¾ to 2 inch, 50 per cent.

LEAD PIPE—A fairly steady trade is being done in lead pipe. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

LEAD—There is a small steady demand at 5 to 5¼c. per lb. Pig lead is unusually high in Great Britain, Spanish being quoted at £18 per ton and English at £18 5s. per ton.

SOLDER—A fairly good trade is being done in solder, and some of the orders are for good-sized lots. We quote: Half-and-half, 21½ to 22½c.; refined, 21 to 21½c., and wiping, 20 to 21c.

COPPER—Prices have advanced in both Great Britain and in the United States. Locally, however, quotations are without change, and wholesale houses are still quoting 19½ to 20c. for ingot, and 23 to 23½c. for sheet copper.

ZINC SPelter—There is not much doing and quotations are unchanged at 7 to 7¼c.

ZINC SHEETS—There is not a great deal doing, and we quote 7 to 7½c. per lb. for casks and part casks, respectively.

PAINTS AND OILS.

The only change in prices this week is a decline of 2c. per gallon in turpentine in sympathy with the Southern markets. Since then, however, there has been a reaction in the primary markets, and present figures are likely to continue firm. At the new price there is a little better movement than last week. Linseed oil is still firm, though there has also been a little more active

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

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COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP.

With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.



PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

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Don't Forget the Name...

NEWMAN'S INVINCIBLE

FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS, LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

market this week. Trade, however, is still pretty slow. Paris green has fallen off considerably, and, although there is still a fair demand, this may be expected to close for the season in a week or so. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 69c.; two to four barrels, 68c., delivered to outside points. Toronto, Hamilton, London, Sarnia, Walkerville, Chatham, Dresden, Wallaceburg and Amherstburg, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There is no change as yet in prices. Glass has been coming forward in large quantities, but it is goods manufactured before the strike, and to what extent it may hurt the factories is difficult to say. We quote first break locally: Star, in 50-foot boxes,

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

\$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united inches, \$6.00, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL.

The improved condition of trade continues. A little business is doing, but, on the whole, it is not very satisfactory. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 10½c.; scrap lead, 2¾c.; zinc, 2½c.; scrap rubber, 5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

PETROLEUM.

There is no change in prices to be noted. A fair trade is being done. We quote as follows: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, 17½c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

COAL.

Prices for August shipments are the same as for July. The market is quiet. Our quotations, for August shipments, for anthracite on cars at Buffalo and bridges are as follows: Nut, egg and stove, \$4.50 per gross ton, or \$4.01 per net ton; grate, \$4.25 per gross ton, or \$3.79 per net ton.

MARKET NOTES.

Pig lead is unusually high in England. Turpentine has declined 2c. per gallon.

A large pulp mill has just been started in Vancouver, B.C.

The Lord Roberts and Admiral Seymour schools, to be built in Vancouver, B.C., are each to cost \$10,000, and to be two-storey wooden buildings with stone foundation, and basement for drilling. The heating contracts will be awarded to-day (August 3), when it is expected that the hot air system will be adopted.

SOUTHERN PIG IRON SHIPMENTS.

A review of the industrial operations in the Southern iron field and the Birmingham district for the first six months of 1900, says a Birmingham, Ala., despatch, shows continued development along these lines. The total shipment of pig iron from Alabama and Tennessee for the period named was 689,508 tons, a decrease from the same period of last year of 68,288 tons. But last year there were 235,000 tons of accumulated stock of pig iron to draw from for shipments and these stocks were exhausted during the year, leaving practically none on hand at the beginning of this year. Therefore the amount of iron shipped from Alabama and Tennessee this year was manufactured this year, and it is thus apparent that 140,000 more tons were made the first six months of 1900 than during the corresponding period of 1899. Pig iron shipments from the Birmingham district alone for the first six months of the present year were 433,492 tons, a decrease of 17,527 tons. Accumulated stocks in this district last year were nearly 150,000 tons.

TRADE CHAT.

THE proprietors of the New Brunswick Foundry business, Fredericton, N.B., are arranging for the formation of a joint stock company.

The machinists of St. Thomas, Ont., held their picnic at Port Stanley, Ont., on July 28.

The Dominion Steel Co., Sydney, N.S., are putting up 32 boilers of 250 horse-power each.

The employes in Victoria, B.C., stores are agitating for a half holiday on Saturday afternoons.

The Dominion Coal Co., Sydney, N.S., are enlarging and renovating their place of business at Ridgeport, N.S.

The smelter scheme to which the citizens of Kingston, Ont., recently gave a bonus of money and land, has matured, and the company will seek for incorporation immediately.

MANITOBA MARKETS.

WINNIPEG, July 30, 1900.

This market reports a fair business for the week and absolutely no change in prices. We quote ;

Barbed wire, 100 lb.....	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire.....	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.....	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1.....	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.....	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.00 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb..	3 50
20 to 26 gauge.....	3 75
28 gauge.....	4 00
Galvanized American, 16 gauge...	4 25
18 to 22 gauge	4 50
24 gauge.....	4 75
26 gauge.....	5 00
28 gauge.....	5 25
Genuine Russian, lb.....	12
Imitation	8
Tinned, 24 gauge, 100 lb.....	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin.....	35
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.....	7 50
Broken lots.....	8 00
Pig lead, 100 lb.....	4 50
Wrought pipe, black up to 2 inch.....	50 and 10 p.c.
Over 2 inch.....	45 p.c.
Rope, sisal, 7-16 and larger.....	11 25
" 3/4	11 75
" 1/2 and 5-16	12 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00
Solder	23 1/2
Cotton Rope, all sizes, lb.....	15
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright.....	75 and 10 p.c.
Round	70 p.c.
Flat " brass.....	70 p.c.
Round	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe.....	65 p.c.
Plough	40 p.c.
Rivets, iron.....	37 1/2 p.c.
Copper, No. 8, lb.....	33 1/2 p.c.
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.....	\$2 50
No. 1.....	1 50
No. 2.....	1 25
Octagon extra.....	1 75
No. 1.....	1 25
Linseed oil, raw, per gal.....	92
boiled	95
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.....	30 p.c.
" military.....	15 p.c.
American R.F.....	40 p.c.
C.F. pistol.....	10 p.c.
C.F. military.....	Net.

Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge.....	16 50
chilled, 12 gauge.....	18 00
soft, 10 gauge.....	21 00
chilled, 10 gauge.....	23 00
American, M.....	16 25
Shot, Ordinary, per 100 lb.....	7 25
Chilled	7 50
Powder, F.F., keg.....	4 75
F.F.G.....	5 00
Robin Hood	10 00
Tinware, pressed, retinned.....	75 and 2 1/2 p.c.
" plain.....	70 and 15 p.c.
Graniteware, according to quality.....	50 p.c.
Turpentine, by barrel.....	80c.
Less than barrel.....	85c.

IRON ORE FROM ALGOMA.

REPORTS from Sault Ste. Marie are to the effect that the Algoma Central Railway, one of the undertakings of Francis J. Clergue, is ready to begin hauling ore to Michipicoten, just above the Sault, for shipment to Ohio ports. A correspondent of The Marine Review, Cleveland, says :

"The is no let-up in Clergue's enterprises. He has just begun work on a second water-power canal of 40,000 horse power on the Canadian side. I visited the mines near Michipicoten and saw the first ore shipped down to the new Michipicoten dock. The dock is unique and perhaps a good innovation, though it remains to be proved. It is only 42 feet high to the track deck, and the gravity pockets are small and will be used only for trimming. The main storage of the dock, which can be made almost unlimited, is back and below, the ore being supposed to run by belt conveyors out to the front of the dock and then to a point above the ship's hatches on a short cantilever truss. They hope to erect back of the dock face a storage in bins of about 300,000 tons, which will be enormous compared to other docks of the same length of frontage. They will have room to load one 500-footer or two of the ships they have bought in England, and expect to load rapidly. They are equipping their 12-mile road with 85-lb. steel rails, and 50-ton steel cars and 110-ton locomotives."

In the construction of the Michipicoten docks (ore and merchandise) about 1,500,000 feet of pine and spruce timber have been used. The commercial dock is 300 feet long, 40 feet wide, and on either side vessels with a 20-foot draught can tie up and be unloaded into the cars, which run from a switch out upon the pier. Mitchell & Powell have the contract to remove, crush and load iron ore from the mine on to the cars. They will use the Gates ore crusher No. 8, the largest size made. It crushes the ore into pieces from 3 to 4 inches in size, and will have a capacity of 200 tons an hour. The crusher will be driven by an engine of 250 horse-power, deriving its force from two large boilers. The railroad track runs right alongside the crusher, so that the crushed ore can be loaded in cars ready to be shipped to the docks. About half a mile from the harbor are the Algoma Central switch yards, which, when finished, will hold 1,000 cars, repair shops, roundhouse, coal sheds, etc.



SPECIAL ANNOUNCEMENT TO THE TRADE.

THE

CANADA PAINT COMPANY Limited

Respectfully announce to their clients and the trade generally, that, owing to the usual

MID^{SUM}SUMMER

holidays, the travellers will not be making their calls with their accustomed regularity. Mean-time, every department is in **FULL SWING** and orders

By Letter
By Wire
By 'Phone

will continue to receive prompt attention.

Visitors will be cordially welcome at our

Head Office and Works,
572 William St., **MONTREAL**,
or at
90 Bay Street, **TORONTO**.

THE **CANADA PAINT CO'Y,**
LIMITED.

A PIONIC OF PAINT MEN.

BY an unanimous vote, the employees of the Canada Paint Company again decided to visit Otterburn Park for their annual picnic. The journey was made on Saturday, by the Grand Trunk Railway, by special train from Bonaventure station. The jolly party were accompanied by the Cunegonde brass band. The weather was simply glorious, and the recreation grounds at St. Hilaire never looked better. The sun shone, the skies were blue and unclouded, the air felt warm, yet exhilarating, and all nature seemed to be full of life and beauty.

A tent bearing the inviting sign of the Dew Drop Inn was erected near the dancing pavilion, from which refreshments were served ad lib. throughout the day; and an atmosphere of perpetual mirth and good nature seemed to pervade everywhere. The Rosa D'Erina quadrille band furnished the music for tripping the light fantastic; and a number of games were well contested. On the way home, an impromptu concert was held on the train, and the habitants in the fields paused in their onslaught upon the festive potato bug and listened with astonishment and delight to the hilarity emanating from the cars. One of the staff sang the new music hall ditty, entitled "My Lady Friend." The chorus is very edifying and went with a swing to waltz time:

My lady friend, my lady friend!
Don't you twig, dear boys
By the sound of the kisses
It isn't his missus,
But only his lady friend!

The French-Canadian branch repeated the refrain somewhat after this fashion:

Ma chere mam'zelle,
Ma chere mam'zelle,
Comme ca, comme ca, dear boys,
By zee zound of zee kiss
It isn't hees miss,
But only his laidee fren'!

The employees desire to thank all those who contributed so liberally to the annual outing which was such a great success.

The following were the committee, judges, etc.:

Committee—F. Thibeault, chairman; W. Lamont, M. Doyle, O. Bezeau; A. E. Coleman, secretary; N. Macdonald, treasurer.

Starter—C. Little.

Judges—Mr. C. E. Felch, Mr. W. Thibeault, Mr. F. Kennedy, Mr. J. T. Venables.

MARITIME HARDWAREMEN.

The second annual meeting of the Maritime Hardware Association was held in Digby, N.S., on July 26 and 27. On Thursday evening a banquet was held at the Manhattan. Many of the delegates were accompanied by their wives, and their presence at the banquet added greatly to the

occasion. The session was largely attended, in this respect being far ahead of that of last year, which also met in Digby. On Friday morning the whole party enjoyed a sail to different points of interest on the Basin, at the invitation of W. H. Thorne, of St. John. The officers elected for the ensuing year are:

President—A. M. Bell, Halifax.

Vice-President—Thomas McAvity, St. John.

Executive—S. Hayward, P. McMichael, Wm. Kerr, of St. John, and Edward G. Stairs, W. G. Robertson, and W. E. Brine, of Halifax.

The appointment of a secretary-treasurer is left with the executive, but it is understood that the office will fall to a Halifax man, as the president this year resides in that city.

A NEW HARDWARE STORE.

Millar & Co., Portage la Prairie, Man., have built a fine new solid brick hardware store, 105 x 60 ft. One thing which is noticeable about it is the way the counters are divided off into squares. They are about three feet each and every other one has heavy plate glass which answers the same as a showcase for showing goods. The fine oil-finished hardwood squares give nice room for setting heavy goods on. In the rear, Millar & Co. have a tinshop, 25 x 25 ft., and a store-room, 20 x 20 ft. Besides this, there is a basement the whole size of the building. The ceiling of the store is covered with metallic sheeting. The building being situated on a corner, affords two entrances. The main one of these is set in the corner.

EN ROUTE FOR THE COAST.

Mr. Frank Scott, Montreal, has been in Toronto during the past week in the interest of the different firms he represents. The firms he represents are such well-known ones as Hawkesworth, Eyre & Co., Limited, Sheffield, Eng., manufacturers of every description of silver-plated goods; James Deakin & Sons, Limited, Sheffield, Eng., silver, nickle silver, silver and plated cutlery, Britannia metal and oak goods; Maleham & Yeomans, Sheffield, Eng., table cutlery, razors, palette and putty knives, cases of carvers, cabinets, etc.; Singleton & Priestman, Sheffield, Eng., pen and pocket cutlery, sportsmen's knives, etc. and Theodore Fischer, Solingen, Germany.

Mr. Scott is on his way to the Pacific Coast and is calling at the different trade centres en route. He is carrying a large range of samples.

The employees of John Bertram & Sons, tool manufacturers, Dundas, Ont., held their thirty-first annual picnic at the Brant House on July 28.

AIR SHIP IN SWITZERLAND.

THE United States Consul at St. Gall, Switzerland, under date of July 5, writes as follows:

"At the invitation of Count Zeppelin, I was present at the trial ascent of his air ship on the afternoon of July 2 at Manzell, on Lake Constance.

"At 7 o'clock the great ship, 124 meters (407 feet) long and 12 meters (39 feet) in diameter, containing 17 separate balloon compartments filled with hydrogen gas, was drawn out of the balloon house securely moored to the float. In 20 minutes all was ready for the ascent, and the ship left its moorings, with Count Zeppelin in charge of one of the gondolas and Mr. Eugene Wolf, the famous explorer, in charge of the other, while Baron Bassus accompanied the party as meteorologist. At the moment of the ascent the wind was blowing at the rate of about 26 feet per second, giving the operators a good opportunity of testing the ability of the air wheels to propel the great ship against the wind.

"The cigar-shaped structure ascended slowly and gracefully to about 30 feet above the raft. The balances were adjusted so as to give the ship an ascending direction. The propellers were set in motion, and the air ship, which has cost considerably over \$200,000, started easily on its interesting trial trip. At first, the ship moved east against the wind for about two miles, gracefully turned at an elevation of about 400 feet, and, making a rapid sail to the westward for about five miles, reached an altitude of 1,300 feet. It was then turned and headed once more east, and after traveling about a mile against the wind, blowing at the rate of 26 feet per second, suddenly stopped; floating slowly backwards, three miles to the west, it sank into the lake, the gondolas resting safely upon the water.

"The time of the trip was about 50 minutes; distance traveled, about 10 miles; fastest time made, 5 miles in 17 1/2 minutes; highest revolution of the propellers, 600 per minute; highest possible revolution, 1,200. The cause of the sudden stoppage in the flight of the ship was occasioned by a slight mishap to the steering apparatus, but the colossus floated gently with the wind until it settled upon the surface of the lake without taking any water. The raft was then brought up, and the ship was easily placed upon it and brought back to the balloon-house. The weight is 200 centners (22,000 lb.). The cost of filling the balloon with hydrogen gas was \$2,000."

A large deposit of iron ore has been unearthed near North Frontenac, Ont.

HEATING AND PLUMBING

PLUMBERS AND SUPPLY MEN.

It will be remembered that the last act of the convention of the National Association of Master Plumbers was to appoint a committee of three Montreal plumbers: Messrs. J. W. Harris, J. W. Hughes, and Ald. Joseph Lamarche, whose duty it would be to confer with the wholesale supply men or manufacturers in regard to misunderstandings, etc. This committee is trying to come to an understanding with these supply men in order to prevent misunderstandings.

It is understood that they will try to induce the manufacturers to meet together and form an association, with which the National Association of Master Plumbers can deal. Each corporation will then be responsible for the actions of its members. Moreover, arrangements can be made with the associations across the line.

As yet, arrangements have not taken a tangible form on account of the inability to get the men together, but it is likely that this talk will culminate in some arrangement shortly.

The arrangement will be that the plumbers will buy only from the members of the Manufacturers' Association, and the supply men will sell only to the members of the National Association of Master Plumbers.

It is probable, too, that a code of prices will be established. This ought to be of immense value to both parties. A man's ability ought not to be exercised in "dickering." Both parties in the bargain in this case, have too much opportunity to make other and better use of it. Both parties ought to know an invariable price which heaven and earth cannot move. This is the best and most satisfactory way of doing business, you know then that there is a reasonable profit in business, and you know, too, that no one is underbuying or under-selling you.

With the plumbers it ought to introduce more uniformity in their charges. Contract figures ought not to differ in amount as much as they sometimes do now.

TO DETERMINE SIZE OF HOT AIR PIPES.

A subject that comes up to the furnace-man with renewed interest every fall is the proper size of hot air pipes to use in furnace heating. The following method of determining the size of such pipes is reprinted from the catalogue of a firm in the United States:

While the size of hot air pipe that will be required to heat a room will largely depend upon the existing conditions, that vary in different buildings—to wit, proportion of exposed wall and glass surface, length of pipe and construction of building—there must, nevertheless, be some relation to the cubical contents of same, and, therefore, as the simplest and most readily comprehended rule of apportioning the size of hot air pipes we offer the following table, which is based on the building being detached, of average construction and exposure, average length of pipes and the outside temperature zero. In case of extraordinary conditions, such as poor construction of building, location of building, exceptional exposure of wall surface, unusual glass exposure, loose windows and doors, and long hot air pipes, allowances must be made, and the ratio of size of hot air pipes to cubical contents must be increased proportionately over that stated in this table.

One square inch of capacity of hot air pipe will heat cubic feet of space as follows:

DWELLINGS.	Cub. ft.
Living-rooms, one side exposed.....	23
Living-rooms, two sides exposed.....	20
*Sleeping-rooms, one side exposed.....	35
*Sleeping-rooms, two sides exposed.....	25
Halls.....	35
*Bathrooms, size 8 x 12 x 9 feet or over (smaller sizes, 8-inch pipe).....	18

PUBLIC BUILDINGS.	Cub. ft.
Stores (where furnace is connected to one pipe directly over same).....	50
Churches (where furnace is connected to one pipe directly over same).....	90

* If located on the second storey, the vertical partition pipes, or stacks, can be about 25 per cent. less in capacity than the round collar connecting pipe to said partition pipe, on account of increased velocity of hot air in the vertical pipe.

EXAMPLE.

In explanation of the above table, we give the following example, to wit: To heat a living-room, first floor, with two side-wall surfaces exposed, size 15 x 15 x 10 ft. ceiling, equaling 2,250 cubic ft., at a ratio of 1 to 20, the size of the hot air pipe required to heat this room is arrived at by dividing 2,250 by 20, equaling 112½, which is the equivalent of a 12-in. pipe of 113 cubic in.

THE USE OF THE HOUSE TRAP.

I HAVE been very much surprised at the lack of practical knowledge displayed by the writers who favor the abolition of the house trap in plumbing systems, says a writer in Metal Worker. I have been for 20 years a journeyman and foreman plumber, and my statements are in reference to what I have seen and done. These are not theories, but actual facts. A man came to our store and complained of a strong odor of sewer gas in his house, and I was sent to make a test. I found defective joints and no house trap. When the pipes were taken out I found that the action of the

sewer gas had eaten the lead calking so that there were openings for the gas to percolate through and distribute itself over the house. Now, this is only one of a number of such cases which came up last winter. Since completing the repairs and putting in a house trap with fresh air inlet, there has been no odor.

I have worked under Colonel Waring and some other sanitary experts, and their opinions usually favored the use of the house trap and fresh air inlet. There are a number of ways to run a fresh air inlet, and the best way can only be determined by experience. I will say, further, that a larger seal should be made in the traps. The tendency of the manufacturers is to make the trap too shallow, thus cutting off the seal and making great care necessary in setting the trap to have it level, as a slight incline destroys the seal.

My objections to the omission of the house trap are due to several reasons. One is that a general discharge of sewer gas from outlets on roofs would contaminate the air to a dangerous extent when the atmosphere is still or muggy and heavy, and thus disseminate those germs from which an epidemic might result. Another reason is that even though these germs discharged over our homes might be immediately wafted safely away by the winds or be destroyed by sunshine and air, there is a great danger of their entering the building from defects in the drainage system, such as has been mentioned. There are two classes of bacteria in the sewers, one harmless and the other dangerous, and while the house trap cannot prevent them entering a building, the seal of it can obstruct them, and, when frequently renewed, it is an excellent barrier.

The use of the fresh air inlet in connection with the trap permits a steady current of air to flow through the house drainage system to carry off with it anything objectionable, and there is less danger from such a current of air than from one from the sewer should any of it enter the dwelling through defects in the piping. Anyone who doubts the difference in the quality of the air from systems with and without a house trap can readily be convinced by going to the roof and using his nose at the top of the different pipes.

The Rhodes, Curry Co., Limited, Amherst, N.S., are building a new wheel shop, and will soon have a capacity of six cars a day.

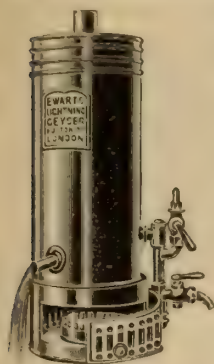
PLUMBING Recommendation

A satisfied customer—the kind that will come again—is obtained by good work and good goods.

The J. M. T. Cushion-Disc Faucet is a good one. Made in the different varieties for Bath, Basin, Sink and Laundry. Has a double washer, prevents hammering, unique in design. An advertisement for the plumber who uses them. The trade supplied by

The Jas. Morrison Brass Mfg. Co.

TORONTO Limited.



HOT WATER INSTANTLY, NIGHT OR DAY.

Boiling Water in a Minute.

Hot Bath When Wanted

EWART'S "LIGHTNING" GEYSER

FOR GAS OR OIL.

346 EUSTON ROAD, LONDON, ENGLAND.

Illustrated Price List Free.

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it is the best.

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1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

Eureka Refrigerator Co.

This cut represents No. 13.

54 Noble St., Toronto

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3/4 "
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For Water and Steam Pipe Covering.

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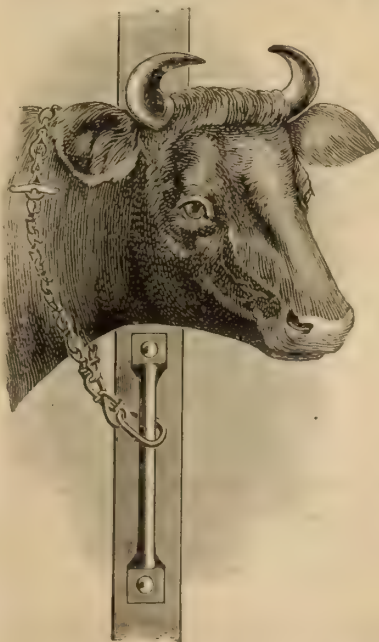
AS GOOD AS THE
BEST, AND BETTER
THAN MOST.

The Bailey



Cutlery Co.

BRANTFORD, CAN.



Dominion Pattern

Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short, with prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

The stall fixture is made from a tough quality of steel and is very strong. Also, owing to its circular cross-section, it is exceedingly rigid. Its simplicity, convenience, cheapness, and ease of attaching make it very popular with cow tie users.

This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

For sale by all Jobbers; manufactured by

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

SOME BUILDING NOTES.

THE Methodists of Sault Ste. Marie, Ont., are about to build a Sunday-school of cut stone to cost about \$9,000. It is to be completed by New Year's Day, 1901.

A large hotel will be built at Port Stanley, Ont.

A new academy is to be erected at Sydney, N.S.

A new church is being built at Moose Creek, Ont.

An Anglican church is being built at Verdun, Que.

J. J. Noonan is building a dwelling in Chatham, Ont.

John Cassidy is building a residence in Chatham, Ont.

A new Methodist parsonage is to be built at Thedford, Ont.

A new Congregational church is being built in Nelson, B.C.

C. S. Higgins will build a dwelling and shop at Dundalk, Ont.

T. Norris is building a residence on Maple avenue, Quebec city.

Andrew Kerr will build a dwelling in Ottawa to cost \$1,000.

Denis Norman will build a residence in Ottawa to cost \$1,850.

G. Schmidt is about to build a large residence in Victoria, B.C.

A new Roman Catholic church is being erected in Eelbrook, N.S.

Oliver & Sons are erecting a large building in Hintonburgh, Ont.

J. M. Bond & Co., Guelph, Ont., will shortly extend their premises.

The Dominion Coal Company will build a hospital at Glace Bay, N.S.

St. John's congregation, Chatham, Ont., will erect a new church there.

John Dawson is about to build two residences in Sault Ste. Marie, Ont.

A new public school building will be erected in Ottawa to cost \$25,000.

A new wing is soon to be built to the General Hospital, Kingston, Ont.

A building for a post office and Customs house will be built in Deseronto, Ont.

An opera house is to be built in Napanee, Ont., to be completed by October next.

A large addition to the Montmorency Cotton Mills, Quebec city, is being built.

A large building is to be erected in Victoria, B.C., immediately, to cost \$25,000.

The contracts have been awarded for the Raymond Co.'s new factory at Guelph, Ont.

The Frost & Wood Co., Smith's Falls, Ont., are about to rebuild their shops and put up a new blacksmith shop.

The Ottawa Foundry Co., Ottawa, are about to erect a building in that city to cost \$6,000.

A new armoury will be built at St. Thomas

for the 25th Regiment. It will be of brick, two storeys high, with a basement; to cost \$12,000.

The Eddy Co., Limited, Ottawa, will build a three-storey brick paper and finishing mill in that city. It is to be completed by September 15.

Building permits have been issued this week in Toronto as follows: Working Boys' Home, three-storey brick building on Gould street, near Church street, \$15,000; E. Newson, pair of semi-detached brick dwellings on Dufferin street, north of Dundas street, \$5,000; W. Kinnear, pair of two-storey semi-detached brick and stone dwellings on Crawford street, south of Arthur street, \$5,500; James Phillips, four two-storey detached brick and stone dwellings on Markham street, near Robinson street, \$8,500; Robert Hunter and W. Mansell, two two-storey detached brick dwellings on Dovercourt road, near College street, \$5,000; Victor Harshaw, two-storey brick and stone residence on Jameson avenue, near Queen street, \$2,700, and Wm. Scott, pair of two-storey detached brick dwellings on Cowan avenue, near Huxley street, \$4,000.

MONTREAL PLUMBING CONTRACTS

New tenders have been called for the C.P.R. Windsor street station improvements this week, on account of some changes decided upon.

W. J. McGuire & Co., Notre Dame street, have contracts for the heating of the Sun Life Insurance Co.'s building; for the plumbing, heating and lighting of a house for Mr. F. L. Hutchison, and for the plumbing, heating and lighting of a house and stable for Mr. F. W. Molson, Drummond street.

Ald. Jos. Lamarche has contracts for the roofing, heating and plumbing of Mr. F. Mercier's house on Mount Pleasant avenue (Mr. Chas. Chausse, architect); for the roofing, plumbing and heating of the Ste. Mary's school on Craig street (Mr. Theo. Daoust, architect); for the roofing, heating and plumbing of Ste. Eusebe school on Chausse street (Perrault & Lesage, architects); for the roofing of Mr. J. P. Cuddy's stores and dwellings on St. Lawrence street (Mr. W. E. Doran, architect); for the roofing of Mr. Jas. P. Wilson's new residence on Sherbrooke street; for the roofing of a residence on Pine avenue for Dean Waldon (Mr. Robt. Findlay, architect), and for the roofing, plumbing and steam-heating of the church at St. Anne des Plaines, Que.

PLUMBING AND HEATING NOTES.

The stock of the estate of J. W. Chambers, heating, etc., London, Ont., has been sold.

A PLUMBER'S WINDOW DISPLAY.

C. W. Meikel, a plumber of Indianapolis, has managed to keep at least half a dozen people at all times in front of his store, watching the live ducks in the window, according to a correspondent of Printers' Ink. Ducks in a plumber's window! To the curious it is hard to understand what is being advertised. The first idea is carried out by calling the attention of passers-by; after that, it is no trick for them to see what Meikel is there for. A week later his window presents a scene, ostensibly the result of imperfect plumbing; a crowd stops to find out the cause of the fall of water down the show window, apparently from the floor over the store. Mr. Meikel is making an impression. As the little streams of water trickle down the glass, it does not shut out altogether the display of nickel-plated towel racks, Venetian lamps, and the other goods in his line. A "stir" in another window has been caused by four electric fans, placed in the midst of about 5 lb. of feathers and down. It did not take long for the fans to distribute the down over the wheels suspended from the ceiling, clinging there a second, and whirled again through space until it seemed a furious snowstorm confined in about eight square feet. This was too good a chance to lose not to play on the word "down," and the price of the wheels was used in connection with it. Animation will always excite the animated.

A RAPID CITY BUSINESS BLOCK.

A decided improvement is being made this summer in Rapid City, Man. Mr. Edward Stout is building a handsome solid brick block, comprising three stores 34 x 66 ft. each. Mr. Stout is calling it after his English home, Urpeth.

Lepage Bros., general merchants, are to have the corner opening on Fourth and Third avenues. Mr. T. Houlding, hardware merchant, is to have the west corner. The centre store has not yet been taken. The second flat will be divided into offices, and the third one will be used as a public hall. This will be the finest block in Rapid City, and one that any town might well be proud of.

AN IMPROVED FRONT.

E. W. Gillett's building on Front street, Toronto, has been recently much improved in appearance. Three large signs stretching the full length of the building have been placed above each storey, and in each window of the second storey a figure of a negro boy holding a painted sign of Gillett's lye, is placed in a sitting position on a box of the lye. These make a showy advertisement. The whole front has been repainted, and the building now presents an attractive and business-like appearance.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyt & Fairbank**

Petrolia, Ont.
Headquarters for...

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers.
Montreal
Price Lists on application

COOPER PATENT ELBOWS

Bright and Common.



E. T. WRIGHT & CO.

Sole Manufacturers
HAMILTON, ONT.



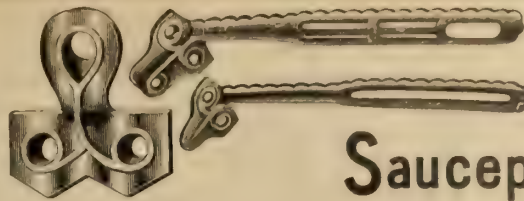
"JARDINE"

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.



Pail Ears

AND

Saucepan Handles.

Neatest designs, greatest strength and finest finish of any made. Large stock of all sizes constantly on hand, and all orders filled promptly. By the gross, package, or in bulk, as desired. SEND FOR CATALOGUE.

BERGER BROS. CO., - Philadelphia.

MANUFACTURERS

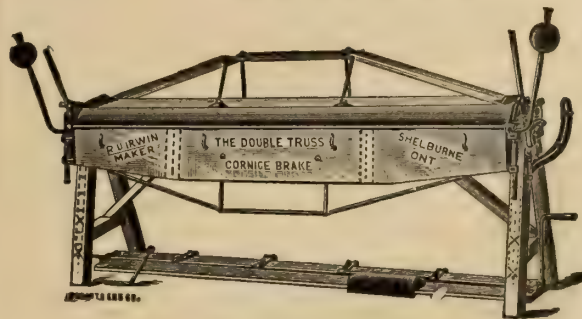
Babbitt Metals . . .
Tinnners' and Plumbers' Solder
Ingot Brass, etc.

IMPORTERS AND DEALERS

Pig Tin, Pig Lead
Ingot Copper . . .
Antimony, etc.

SYRACUSE SMELTING WORKS.

Factories: MONTREAL,
and SYRACUSE, N.Y.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELburne, ONT.**

**STEVENS FINE TOOLS**

We make a perfect line
of

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool Makers'
Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also
a valuable hand-book of information for mechanics and people interested in
such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.

HUTCHISON, SHURLY & DERRETT

**DOVERCOURT
TWEINE MILLS.**

**1078 BLOOR STREET WEST
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

PRAISE IN BUSINESS.

A BUSINESS man in dealing with his associates should always be as ready to praise as he is to condemn, but he should do both sparingly and with great judgment, says The Chameleon. He should condemn only when it is absolutely necessary and give praise only when specially merited.

Flattery seldom shows itself among fellow-workmen. It is an error on another side of business life, and there's not the least danger that it will ever enter into the relations between men in the same office and shop. That is right and fortunate, but it is not right to go to the other extreme and cut out all praise and well-deserved compliments.

Fair praise is encouragement. It helps bolster a fellow up and give him self-confidence. It doesn't "spoil" a workman or make him vain. It is a stimulant and will produce greater effort and better work.

There are plenty of discouragements in business life to overbalance whatever praise may come our way. Our own view of our work is apt to be a discouraging estimate, and we need to be braced up from the outside once in a while. Promotion and increased salary don't come often enough to let them suffice as the bracer. We need the occasional approval and appreciation of those we work with.

Each one of us, knowing he feels the need of something of that sort himself, should then be always willing to applaud the other fellow when he deserves it. We should be ready with commendation and at least give credit where it is due. Above all we should not be censorious.

There are men who never praise or show appreciation. It seems to hurt them every time they are forced into it, and they do it with such bad grace that its effect is lost. They never offer encouragement to their fellow-workers, but always disparage and condemn. They aim to pick out the flaws and to enlarge upon them to the exclusion of everything that's good and commendable.

These self-appointed critics seem to avoid studiously all possibility of being pleased. They shut their eyes to everything but faults, and if real faults be lacking their warped judgment supplies them. They are constantly looking for a chance to hiss, and, to prevent the likelihood of applauding, keep their hands tied behind them.

They revel in fault-finding and when they're at it their cynical smile of content is more exasperating than their carping criticisms. They are disagreeable people to work with. They are never popular with their associates. They effect one as a

succession of dark, cloudy days would, and it's a relief to get away from them and into the wholesome atmosphere of more fair-minded men.

Modern business sympathy and mutual helpfulness have no room for these censorious people, and if we are young and in the formative period of our business character and temperament we shall do well to avoid every tendency to fault-finding and hyper-criticism. We'll not only be giving ourselves a better chance of success, but be helping to make life pleasanter and tasks lighter for the other fellows.

Do justice to the work of others and don't cavil. Be more ready to praise and less willing to condemn.

SWEATING SHOW WINDOWS.

Referring to the article on keeping show windows from sweating, which appeared in Iron Age, of May 31, W. P. Walter's Sons, of Philadelphia, Pa., write to that journal as follows:

"The writer read it with interest, and concurs with you in regard to the main point of keeping the temperature of the window the same as outdoors. There is, however, one point which seems to have been overlooked by your correspondents, and that is the kind of goods shown in the window. For building hardware and house-keeping supplies it may answer very well to have direct communication with the outside air; but it will not answer where the window is filled with fine machinists' tools, as we know from experience that the outside air will rust the steel rules, micrometers, etc., and the dust will enter through the holes no matter how fine the mesh of the wire placed over them. Wire of fine enough mesh to exclude the dust will also exclude most of the air. For fine tools a can of 'Humidine' in the window is better than the outside air."

WORK WITHOUT WORKS.

Among the specific things that lead to work without works, says Stoves and Hardware Reporter, the following may be enumerated: Trying to sell one quality of goods when another quality is wanted; selling on credit when cash is just as easy and more profitable; working to save the pennies and allowing the dollars to care for themselves; hiring inefficient help when good help is obtainable; paying small wages in order to obtain the results that are reached only by well-paid labor; trying to obtain credit when credit needs protection and will not stand enlargement; wasting energies on old goods when new goods are wanted, and, in some cases, attempting to do a large business in a small town. There are many other causes that might be mentioned, but they are all included under those given.

INQUIRIES FOR CANADIAN PRODUCTS.

THE following were among the recent inquiries relating to Canadian trade received at the office of the High Commissioner in London during the fortnight ending July 13:

1. An old established firm of whisky blenders in Scotland who have not been represented in Canada heretofore are desirous of hearing from responsible agents in the different Provinces.
2. A Constantinople firm have a customer who desires to place a contract with a Canadian house for a large quantity of lard and mutton tallow, to be taken as required within six or nine months. They also express a desire to represent Canadian firms who wish to push their goods in the Orient.
3. A London firm desires to get into communication with Canadian shippers of frozen salmon, poultry and provisions with a view to acting as agents.
4. The manufacturers of lawn tennis goods, croquet, lawn bowls and other games inquire for names of firms in Canada importing such goods.
5. Inquiry has again been made for exporters of wood-flour by parties able to take large quantities of the commodity.
6. A Belgian firm desire to hear of Canadian houses who might be disposed to take up the sale of their rice starch and ultramarine blue (in powder and balls).

[The names of the firms making the above inquiries will be supplied on application to the editor of **HARDWARE AND METAL**. When inquiring kindly give date of issue and number of paragraph.]

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries:

1. A South of England firm claiming a connection with the creamery industries asks if there are any Canadian houses prepared to ship regular supplies of cream suitable for butter making.
2. An importer in Trieste (Austria), asks for names of Canadian shippers of tallow and grease.
3. A Midlands manufacturer of steel trunks, deed boxes, etc., wishes to be placed in communication with Canadian importers of these lines.
4. A London import and export house would like to hear from Canadian firms interested in chemicals, oils and general produce.
5. A Belgian firm wishes to hear from Canadian houses prepared to take up the sale of their guaranteed pure rice starch, and also those interested in ultramarine blue in powder or balls.
6. A Yorkshire company manufacturing confectionery wishes to arrange for the introduction into Canada of their butter-scotch and kindred articles.
7. Another inquiry has been received for names of Canadian producers of wood flour, for which article there is apparently a large demand here.

A STORY FOR PAPA.

There is a moral in this little story of child life:

"Mamma," asked little three-year-old Freddie, "are we going to Heaven some day?"

"Yes, dear, I hope so," was the reply.

"I wish papa could go, too," continued the little fellow.

"Well, and don't you think he will?" asked his mother.

"Oh, no," replied Freddie; "he could not leave his business!"

Large quantities of scrap iron, from the Ottawa fire, are shipped to Montreal and Quebec daily to be recast.

"MIDLAND" BRAND Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co., - **Galt, Ont.**

We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

CURRENT MARKET QUOTATIONS.

August 3, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 36	0 37
traits	0 36	0 37

Tinplates.

Charcoal Plates—Bright		
M.L.S., equal to Bradley.	Per box	\$7 00
I.C., usual sizes		8 50
I.X., "		10 00
I.X.X., "		

Famous—		
I.C., "	7 50	
I.X., "	8 50	
I.X.X., "	9 50	

Raven & Vulture Grades—		
I.C., usual sizes	5 25	
I.X., "	6 25	
I.X.X., "	7 25	
I.X.X.X., "	8 25	
D.C., 12x17	4 75	
D.X., "	5 50	
D.X.X., "	7 50	

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	4 60	
I.C., special sizes, base...	4 85	
20x28	9 50	

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	9 50	
I.X., Terne Tin	11 50	

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X., 14x56, 50 sheet box		
14x60	0 07	0 07 1/2
14x65		

Tinned Sheets.

72x30 up to 24 gauge	0 08	0 08 1/2
26 "	0 08 1/2	0 09
28 "	0 09	0 09 1/2

Iron and Steel.

Common Bar, per 100 lbs	2 00	2 10
Refined		2 35
Horse Shoe Iron		2 50

Hoop steel, 1 1/2 to 3 in. base,		
extras for smaller sizes	3 25	
Sleigh Shoe Steel	2 35	
Tire Steel	2 35	
Machinery	2 60	
Cast Steel, per lb	0 00	0 00
Toe Calk Steel	2 80	
Tank Plates, 1-5 and thicker	3 00	3 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1 1/2 inch	0 13	0 14
2 "	0 15	0 16
2 1/2 "	0 18	0 19
3 "	0 19	0 20

Steel Boiler Plate.

1/4 inch	3 25	
3/8 inch	3 40	
1/2 inch and thicker	3 25	

Black Sheets.

18 gauge	3 30	
20 "	3 20	
22 to 24 "	3 30	
26 "	3 40	
28 "	3 60	

Canada Plates.

All dull, 52 sheets	3 35	
Half polished	3 50	
All bright	4 00	

Iron Pipe.

Discounts are as follows—Black pipe, 1/4 to 3/4 in., 40 per cent. 1/2 in., 60 per cent. 2 in., 65 per cent. Larger sizes, 50 and 5 per cent. Galvanized pipe, 1/2 in., 40 per cent. 3/4 to 2 in., 50 per cent.		
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Galvanized Sheets.

16 gauge	G. C. Comet.	Amer.	Queen's
18 to 24 gauge	4 50	4 25	4 25
26 "	4 75	4 45	4 50
28 "	5 00	4 70	4 75
28 "	5 00	4 70	5 00

Less than case lots, 15c. per 100 lb. additional		
28 gauge American equals 26 gauge English.		

Chain.

Proo. Coil, 3-16 in., per 100 lb		
" 1/4 "	8 50	
" 5-16 "	4 85	5 35
" 3/8 "	4 80	5 30
" 7-16 "	4 50	4 95
" 1/2 "	4 65	
" 3/4 "	4 20	
" 1 "	4 15	
" 1 1/4 "	3 70	4 10

Halter, kennel and post chains, 40 and 50 p.c.		
Cow ties	40 p.c.	
Stall fixtures	35 p.c.	
Trace chain	30 and 10 p.c.	
Jack chain, iron, single and double, discount 33 p.c.		
Jack chain, brass, single and double, discount 40 p.c.		

Copper.

English B. S., ton lots	0 19 1/2	0 20 1/2
Lake Superior		

Bolt or Bar		
Cut lengths, round, 1/2 to 1 in.	0 23 1/2	0 25
" round and square		
1 to 2 inches	0 23 1/2	0 25

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23	0 23 1/2
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 23	0 23 1/2

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.		
Tinned copper sheets	0 26	
Planished	0 32	

Braziers (In sheets.)

1x6 ft. 25 to 30 lbs. ea., per lb.	0 25 1/2	
" 35 to 45 "	0 24 1/2	
" 50-lb. and above, "	0 23 1/2	

Boiler and T. K. Pitts.

P ain Tinned, per lb	0 28	
Spun, per lb.	0 32	

Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.		
Sheets, hard-rolled, 2x4	0 24	0 25
Tubing, base, per lb.	0 24	0 25

Zinc Spelter

Foreign, per lb	0 07	0 07 1/2
Domestic		

Zinc Sheet.

5 cwt. casks	0 07	
Part casks	0 06 1/2	

Lead.

Imported Pig, per lb	0 05	0 05 1/2
Bar, 1 lb.	0 06 1/2	
beats, 2 1/2 lbs. sq. ft., by roll	0 05 1/2	
Sheets, 3 to 6 lbs.	0 05 1/2	

NOTE.—Cut sheets 1/2 cent per lb. extra		
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.		
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7 1/2 cents.		

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and bal., \$7.50. Discount, 7 1/2 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.		
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Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.		
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Solder.

Per lb. Per lb.		
Bar half-and-half	0 21 1/2	0 21 1/2
Refined	0 21	0 21 1/2
Wiping	0 20 1/2	0 21

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.		
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Antimony.

Cookson's, per lb	0 11	0 11 1/2
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White Lead.

Pure, Assoc. guarantee, ground in oil		
25 lb. irons	6 87 1/2	
No. 1 do	6 50	
No. 2 do	6 12 1/2	
No. 3 do	5 75	
No. 4 do	5 37 1/2	
Munro's Select White	7 12 1/2	
Elephant and Decorators' Pure	6 87 1/2	

Red Lead.

Genuine, 560 lb. casks, per cwt.	\$5 50	
Genuine, 100 lb. casks, per cwt.	5 75	
No. 1, 560 lb. casks, per cwt.	5 25	
No. 1, 100 lb. casks, per cwt.	5 00	

White Zinc Paint.

Elephant Snow White	0 08	0 09
Pure White Zinc	0 08	0 09
No. 1	0 06	0 07 1/2
No. 2	0 05	0 06 1/2

Dry White Lead.

Pure, casks	5 75	
Pure, kegs	6 25	
No. 1, casks	5 50	
No. 1, kegs	6 00	

Prepared Paints.

In 1/4, 1/2 and 1 gallon tins.		
Pure, per gallon	1 20	
Second qualities, per gallon	1 00	
Barn (in bbls.)	0 75	0 85
The Sherwin-Williams Paints	1 35	
Canada Paint Co's Pure	1 20	
Sanderson Pease's Pure	1 20	
Stewart & Wood's Champion Pure	1 20	

Colors in Oil.

25 lb. tins, Standard Quality.		
Venetian Red, per lb	0 05	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French	0 05	
Marine Black	0 09	
Green	0 09	
Chrome	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J.C.) bbls	1 35	1 40
Yellow Ochre (J.F.L.S.) bbls	2 75	
Yellow Ochre (Royal)	1 10	1 15
Brussels Ochre	2 00	
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	2 00
Canadian Oxides, per cwt.	1 75	2 00
Super Magnetic Oxides, 93 p.c.	2 00	2 25
Burnt Sienna, pure, per lb.	0 10	0 10
Umber, "	0 10	0 10
do Raw	0 09	0 09
Drop Black, pure	0 09	0 09
Chrome Yellow, pure	0 12	0 12
Chrome Greens, pure, per lb.	0 03 1/2	
Golden Ochre	0 03 1/2	
Ultramarine Blue in 28-lb. boxes, per lb.	0 08	0 24
Pure Proof Mineral, per 100 lb.	1 00	
Genuine Eng. Litharge, per lb	0 07	

Mortar Color, per 100 lb.	1 25	
English Vermillion	0 80	
Pure Indian Red, No. 45, lb.	0 80	
Whiting, per 100 lb.	0 55	

Blue Stone.

Casks, for spraying, per lb.	0 07	
100-lb. lots, do. per lb.	0 08	

Putty.

Bladders in bbls.	2 10	
Bladders in 100 or 200 lb. kegs or boxes	2 25	
Bulk in bbls., per 100	1 95	
Bulk in less quantities	2 10	
25-lb. tins, 4 in case	2 35	
12 1/2-lb. tins, 8 in case	2 60	

Varnishes.

(In 5-gal. lots.)		
Carriage, No. 1	2 80	3 30
" body	8 00	9 00
" rubbing	4 00	5 00
Gold Size, Japan	3 00	3 40
Brown Japan	2 40	2 80
Elastic Oak	2 90	3 30
Furniture, extra	2 40	2 80
" No. 1	1 60	2 00
Hard Oil Finish	2 70	3 10
Light Oil Finish	3 20	3 60
Demar	3 30	3 70
Shellac, white	4 40	4 80
" orange	4 00	4 40
Furniture Brown Japan	1 60	2 00
Black Japan	2 40	2 80
" No. 1	1 60	2 00

Discount—general trade discount, 50 per cent. and four months' time: special cash discount of 3 per cent. in thirty days, or 3 1/2 per cent. spot cash.		
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The Imperia Varnish & Color Co's., Limited

Charcoal Plates—Terne
1 gal. can, each.
\$2 01.

Granatine Floor
Finish, per gal.
\$2 00.

Maple Leaf
Coach Enamels:
Size 1, 00c.;
Size 2, 35c.; Size
3, 20c. each.

Linseed Oil.

Raw. Boiled.		
1 to 4 bbls delivered	\$0 86	\$0 89
5 to 9 bbls	85	88

Montreal, Toronto, Hamilton, Quebec, London, Ottawa, Kingston and Guelph, 2c. less.

Turpentine.

Single barrel, freight allowed	0 69	
2 to 4 barrels	0 68	
Toronto, Hamilton, London, Guelph, 2c. less.		

Castor Oil.

East India, in cases, per lb.	0 10	0 10 1/2
" small lots	0 10 1/2	0 11

Cod Oil, Etc.

Cod Oil, per gal.	0 50	0 55
Pure Olive		
" Neatsfoot		

Glue.

Common	08 1/2	0 09
French Medal.....	0 14	0 14 1/2
Cabinet, sheet.....	1 12	1 12

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.

HARDWARE.

Ammunition.
Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B. B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.
Wads. per lb.
Best thick white felt wadding, in 3/4-lb. bags, 1 00
Best thick brown or grey felt wads, in 1/2-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90
Adzes.
Discount, 20 per cent.
Anvils.
Per lb., 10 0 12 1/2
Anvil and Vise combined, 4 50
Wilkinson & Co.'s Anvils, lb., 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb., 0 09 1/2 0 10
Augers.
Gilmour's, discount 50 and 10 p. c. off list.
Axes.
Chopping Axes—
Single bit, per doz., 5 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00
Axle Grease.
Ordinary, per gross, 5 75 6 00
Best quality, " 13 00 15 00
Bath Tubs.
Zinc, Standard Enameled, 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list
Baths.
Standard Enameled, 5 1/2-inch rolled rim, 1st quality, 30 00
" 2nd, 22 00
Anti-Friction Metal.
" Tandem" A., per lb., 0 27
" B., " 0 21
" C., " 0 11 1/2
Magnolia Anti-Friction Metal, per lb., 0 25
Bells.
Hand.
Brass, 60 per cent.
Nickel, 55 per cent.
Cow.
American make, discount 60 1/2 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargant's, 5 50 8 00
" Peterboro', discount 27 1/2 per cent.

Farm.
American, each, 1 25 3 00
House, 0 35 0 40
Bellows.
Hand, per doz., 3 35 4 75
Moulders, per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.
Belting.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.
Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.
Car.
Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.
Gimlet.
Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20
Blind and Bed Staples.
All sizes, per lb., 0 07 1/2 0 12
Bolts and Nuts. Per cent.
Norway Bolts, full square, 65
Common Carriage Bolts, full square, 65
" 5-15 and under 6 1/2
" 1/2 and larger 8 1/2
Machine Bolts, all sizes, 65
Coach Screws, 70
Sleigh Shoe Bolts, 70
Blank Bolts, 60
Bolt Ends, 65
Nuts, square, 4c off
Nuts, hexagon, 4c off
Tire Bolts, 60
Stove Bolts, 60 and 10
Stove rods, per lb., 5c to 6c.
Plough Bolts, 55
Boot Calks.
Small and medium, ball, per M., 4 25
Small heel, per M., 4 50
Bright Wire Goods.
Discount, 55 per cent.
Broilers.
Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City, " 7 50 0 00
Butchers' Cleavers.
German, per doz., 6 00 11 00
American, per doz., 12 00 20 00
Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 45 10
Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.
Butts.
Wrought Brass, net revised list
Loose Pin, dis., 60 per cent.
Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65
Carpet Stretchers.
American, per doz., 1 00 1 50
Bullard's, per doz., 6 50
Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.
Cattle Leaders.
Nos. 31 and 32, per gross, 50 9 50
Cement.
Canadian Portland, 2 80 3 00
English, " 3 00 3 00
Belgian, " 2 75 3 00
Canadian hydraulic, 1 00 1 10
Chalk.
Carpenters, Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, " 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
Churns.
Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, f8
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.
Clips.
Axle dis. 65 per cent.
Closets.
Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30
Compasses, Dividers, Etc.
American, dis. 62 1/2 to 65 per cent.
Cradles, Grain.
Canadian, dis. 25 to 33 1/2 per cent.
Crosscut Saw Handles.
S. & D., No. 3, per pair, 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern, " 20
Door Springs.
Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00
Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.
Drills.
Hand and Breast.
Miller's Falls, per doz., net list.
DRILL BITS.
Morse, dis., 37 1/2 to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.
Faucets.
Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz., 1 80
No. 2, per doz., 1 60
Bright, 20c. per doz. extra.
ESCUTCHEONS.
Discount, 27 1/2 per cent.
ESCUTCHEON PINS.
Iron, discount 40 per cent.
FACTORY MILK CANS.
Discount off revised list, 40 per cent.
FILES.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60,
10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.
FORKS.
Hay, manure, etc., dis., 50 and 10 per cent.
revised list.
FRUIT PRESSES.
Henis', per doz., 3 25 3 50
Shepard's Queen City, dis. 15 per cent.
GLASS—Window—Box Price.
Size Per Star Per D. Diamond
Inches 50 ft. 100 ft. 50 ft. 100 ft.
Under 26, 2 10 4 00 6 00
26 to 40, 2 30 4 35 6 65
41 to 50, 4 75 7 25
51 to 60, 5 00 8 50
61 to 70, 5 35 9 25
71 to 80, 5 75 10 50
81 to 85, 6 50 11 75
86 to 90, 7 25 14 10
91 to 95, 15 50
96 to 100, 18 00
101 to 105, 21 00
106 to 110, 24 00
111 to 115, 28 00

GAUGES.
Marking, Mortise, Etc.
Stanley's, dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40
HALTERS.
Rope, 3/8 per gross, 9 00
" 1/2 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., " 5 15 5 20
Web, — per doz., 1 87 2 45
HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.
Tack.
Magnetic, per doz., 1 10 1 20
Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2
Ball Pean.
English and Can., per lb., 0 22 0 25
HANDLES.
Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50
C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.
Saw.
American, per doz., 1 00 1 25
Plane.
American, per gross, 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair, 0 13 1/2
HANGERS. doz. pairs
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50
Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2
HARVEST TOOLS.
Discount, 50 and 10 per cent.
HATCHETS.
Canadian, dis. 40 to 42 1/2 per cent.
HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., " 0 06 1/2
" 6-in., " 0 16
" 8-in., " 0 06 1/2
" 10-in., " 0 06 1/2
Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 3 50
Per gro. pair
Spring, 12 00
HOES.
Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50
HOLLOW WARE.
Discount, 45 and 5 per cent.
HOOKS.
Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00
Wrought Iron.
Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.
Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.
HORSE NAILS.
"C" brand 50 p. c. dis. } Oval head.
"M" brand 50 p. c. }

Lockerby & McComb

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Celebrated P. & B.

Cold Storage Lining

AND

.. Ruberoid Roofing ..

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65 Shannon Street, MONTREAL.

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24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

HORSESHOES.			NAIL SETS			RASPS AND HORSE RASPS.			SCYTHE SNATHS.		
Iron Shoes.	F.O.B. Montreal.		Square, round, and octagon.			New Nicholson horse rasp, discount 60 p.c.			Canadian, dis. 45 p.c.		
	No. 2 and larger.	No. 1 and smaller.	per gross	3 38	4 00	Globe File Co.'s rasps, 60 and 10 to 70 p.c.					
Light, medium, and heavy.	3 65	3 90	Diamond	12 00	15 00	Heller's Horse rasps, 50 to 50 and 5 p.c.					
Snow shoes.	3 90	4 15									
Steel Shoes.			NETTING.			RAZORS.			SHEARS		
Light.	3 85	4 10	Poultry, 40 and 5 per cent. for Mcullen's.			Geo. Butler & Co.'s, per doz.	8 00	18 00	Bailey Cutlery Co., full nicked, dis. 60 p.c.		
Featherweight (40 and 50).	5 10	5 10	OAKUM.	Per 100 lb.		Boker's	7 50	11 00	Seymour's, dis. 50 and 10 p.c.		
F.O.B. Toronto, Hamilton, London and						Wade & Butcher's	3 60	10 00	Heinisch, dis. 50 and 10 p.c.		
Guelph, 10c. per keg additional.						Theile & Quack's	7 00	12 00	Seymour or Heinisch tailor shears, 15 p.c.		
Toe weight steel shoes.	6 70					Elliot's	4 00	18 00	SHOVELS AND SPADES.		
									Canadian, dis. 40 and 5 per cent.		
JAPANNED WARE.			OIL.			REAPING HOOKS.			SINKS.		
Discount, 45 and 5 per cent. off list, June 1899.			Canada refined (Toronto)	0 13 1/2		Discount, 50 and 10 per cent.			Steel and galvanized, discount 45 per cent.		
ICE PICKS.			Sarnia Water White	0 15		REGISTERS.			SNAPS.		
Star per doz.	3 00	3 25	Pratt's Astral	0 18		Discount, 40 per cent.			Harness, German, dis. 25 p.c.		
KETTLES.			Brass	1 50	3 50	RIVETS AND BURRS.			Lock, Andrews	4 50	11 50
Brass spun, 7 1/2 p.c. dis. off new list.			Malleable, dis. 25 per cent.			Carriage, Section, Wagon Box Rivets, etc., 50 p.c.			SOLDERING IRONS.		
Copper, per lb.	0 30	0 50				Black M. Rivets, 50 p.c.			1, 1 1/2 lb., per lb.	0 37	
American, 60 and 10 to 65 and 5 p.c.						Black and Tinned Rivets, 50 p.c.			lb. or over, per lb.	0 34	
KEYS.						Extras on Iron Rivets in 1-lb. cartons, 1/2 c. per lb.			SQUARES.		
Lock, Can., dis., 27 1/2 p.c.						Extras on Iron Rivets in 1/2-lb. cartons, 1 c. per lb.			Iron, No. 493, per doz.	2 40	2 55
Cabinet, trunk, and padlock.						Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1 c. per lb. extra, net.			" Mo. 494, " "	3 25	3 40
Am. per gross	60					Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1 c. per lb.			Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list		
KNOBS.						Burrs, iron or steel, 45 per cent.			Try and bevel, dis. 50 to 52 1/2 p.c.		
Door, japanned and N.P., per doz.	1 50	2 50				Terms, 4 mos. or 3 per cent. cash 30 days.			STAMPED WARE.		
Bronze, Berlin, per doz.	2 75	3 25							Plain, dis. 75 and 12 1/2 p.c. off revised list.		
Bronze Genuine, per doz.	6 00	9 00							Retinned, dis. 75 p.c. off revised list.		
Shutter, porcelain, F. & L. screw, per gross.	1 30	4 00							STAPLES.		
White door knobs—per doz.	1 25								Galvanized	0 00	0 00
MAY KNIVES.									Plain	0 00	3 45
Discount, 50 and 10 per cent.									Coppers', discount 45 per cent.		
LAMP WICKS.									Poultry netting staples, 40 per cent.		
Discount, 60 per cent.									STOCKS AND DIES.		
LANTERNS.									American dis. 25 p.c.		
Cold Blast, per doz.	7 50								STONE.		
No. 1 "Wright's"	8 50								Washita	0 28	0 60
Ordinary, with O burner	4 25								Hindustan	0 06	0 07
Dashboard, cold blast	9 50								slip	0 09	0 09
No. 0.	6 00								Labrador	0 13	
Japanning, 50c. per doz. extra.									" Axe	0 15	
LEMON SQUEEZERS.									Turkey	0 10	0 50
Porcelain lined, per doz.	2 20	5 60							Arkansas	0 00	1 50
Galvanized	1 87	3 85							Water-of-Ayr	0 00	0 10
King, wood	2 75	2 90							Scythe, per gross	3 50	5 00
King, glass	4 00	4 50							Grind, per ton	15 00	18 00
All glass	1 20	1 30							STOVE PIPES.		
LINES.									Nestable in crates of 25 lengths.		
Fish, per gross	1 05	2 50							6 inch Per 100 lengths	8 00	
Chalk	1 90	7 40							7 inch	8 50	
LOCKS.									Stove Polish.		
Canadian, dis. 33 1/2 p.c.											
Russell & Erwin, per doz.	3 05	3 25									
Eagle, dis. 30 p.c.											
English and Am., per doz.	50	6 00									
Scandinavian	1 00	2 40									
Eagle, dis. 15 to 17 1/2 p.c.											
MACHINE SCREWS.											
Iron and Brass.											
Flat head, discount 25 p.c.											
Round head, discount 20 p.c.											
MALLET.											
Tinsmiths', per doz.	1 25	1 50									
Carpenters', hickory, per doz.	1 25	3 75									
Lignum Vitae, per doz.	3 85	5 00									
Caulking, each	60	2 00									
MATTOCKS.											
Canadian, per doz.	8 50	1 00									
MEAT CUTTERS.											
American, dis. 25 to 30 p.c.											
German, 15 per cent.											
MICK CAN TRIMMINGS.											
Discount, 25 per cent.											
NAILS.											
Quotations are:	Out.	Wire.									
2d. and 3d.	\$3 60	\$4 10									
3d. and 4d.	3 25	3 77									
4 and 5d.	3 00	3 60									
6 and 7d.	2 90	3 45									
8 and 9d.	2 75	3 25									
10 and 12d.	2 70	3 20									
16 and 20d.	2 65	3 15									
30, 40, 50 and 60d. (base)	2 60	3 10									
Steel Out Nails 10c. extra.											
Miscellaneous wire nails, dis. 70 per cent.											
Coppers' nails, dis. 50 per cent.											
Flour barrel nails, dis. 25 per cent.											
NAIL FULLERS.											
German and American	1 85	3 50									



No. 4—3 dozen in case, net cash ... \$4 80
 No. 6—3 dozen in case, " " " " ... 8 40

TACKS BRADS, ETC.

	Per cent
Strawberry box tacks, bulk	75 & 10
Cheese-box tacks, blued	80 & 12 1/2
Trunk tacks, black and tinned	85
Carpet tacks, blued	80 & 5
" " tinned	80 & 5
" (in kegs)	40
Cut tacks, blued, in dozens only	75 & 15
" 1/4 weights	80
Swedes, cut tacks, blued and tinned	80
In bulk	80
In dozens	80
Swedes, upholsterers' bulk	85 & 12 1/2
" brush, blued & tinned, bulk	70
" gimp, blued tinned and japanned	75 & 12 1/2
Zinc tacks	80
Leather carpet tacks	85
Copper tacks	80
Copper nails	52 1/2

SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy, 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon. England. Telegraphic address "Machinery, Newport, Mon."

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it is always well to get the purest and best—something you can recommend and guarantee to your customers.

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is the best. Name on every barrel.
Special quotations for import.

J. WATTERSON & CO.

MONTREAL, Agents for Canada.



TRENT CANAL.

SIMCOE-BALSAM LAKE DIVISION.

NOTICE TO CONTRACTORS.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Trent Canal," will be received at this Office until noon Friday, 24th August, 1900, for the construction of about thirteen miles of Canal between Kirkfield and Lake Simcoe, which will be divided into two Sections.

Plans, specifications of the work and forms of Contract can be seen at the office of the Chief Engineer of the Department of Railways and Canals, at Ottawa, or at the Superintending Engineer's Office, Peterborough, where forms of tender can be obtained on and after Tuesday, 14th July, 1900.

In the case of firms there must be attached the actual signatures of the full name, the nature of the occupation and place of residence of each member of the same, and, further, an accepted bank cheque for the sum of \$75,000 must accompany the tender for each section; these accepted cheques must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the parties tendering decline entering into contract for work at the rates and terms stated in the offer submitted. The accepted cheques thus sent in will be returned to the respective parties whose tenders are not accepted.

The lowest or any tender not necessarily accepted.

By order,

L. K. JONES,

Secretary.

Department of Railways and Canals, }
Ottawa, July 16th, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (31)

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ESTABLISHED 1825.

75 YEARS.

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Tailors' Shears,
Trimmers, Scissors,
Tinners' Snips, etc.



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R. HEINISCH'S SONS CO.

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NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

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Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

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Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

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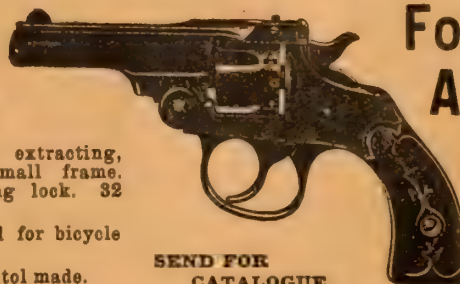
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Manufacturers of
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NEW Automatic shell extracting,
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Weights 12 oz. Rebounding lock. 32
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Made with shorter barrel for bicycle
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The most perfect small pistol made.

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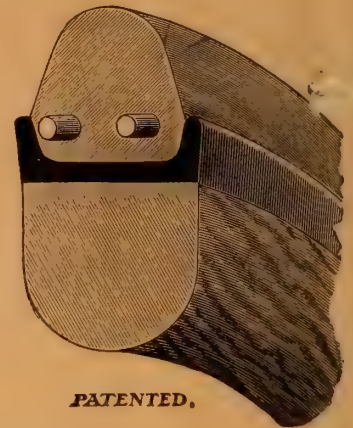
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Cost does not end
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There's the working to be considered.
Imperfect material means imperfect
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HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, AUGUST 11, 1900.

NO. 32

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The Most Economical.
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Friction Preventing.

"Tandem" Metals are better than
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Resistance Reducing.
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For Heaviest Pressure and Medium Speed
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"Queen's Head"

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One thing is certain—the contractor who installs The Safford Radiators wins the confidence of those whom he deals with. "Confidence begets success," and success means "prosperity." The "Safford" is the original invention in screw-threaded nipple connections for Steam and Hot Water heating—all others are imitators. The "Safford" cannot leak, because there are no rods, bolts or packings.

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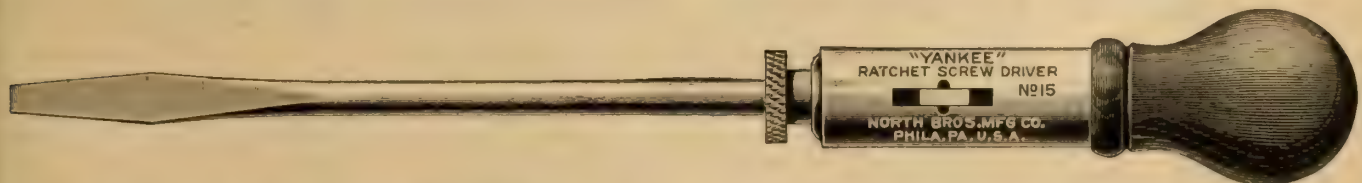
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insure the best
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Lead Pipe.

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ICE CREAM FREEZERS

The Latest
and Best.

The
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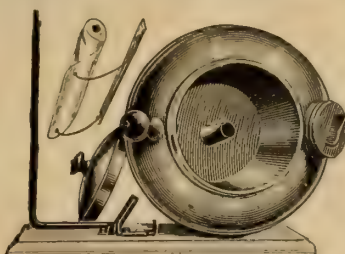
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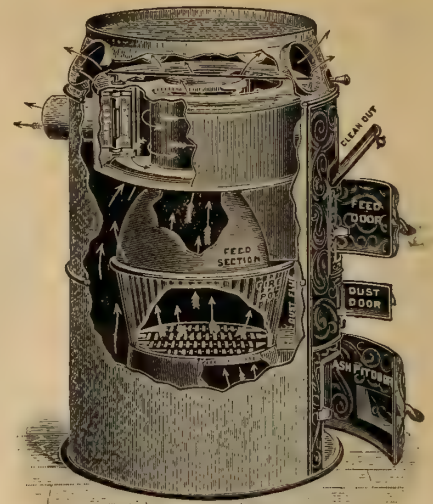
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They combine enormous power with gratifying economy---having many improved points of construction that will be thoroughly interesting to all furnace men.

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THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

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100 Candle
Power.

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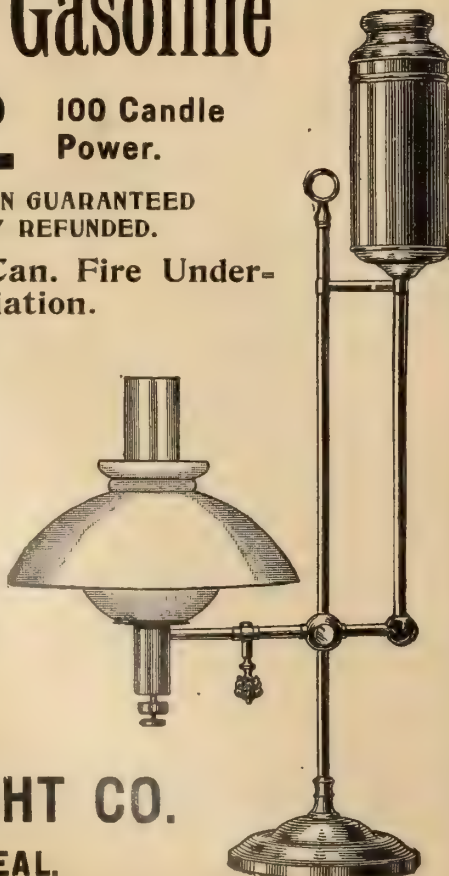
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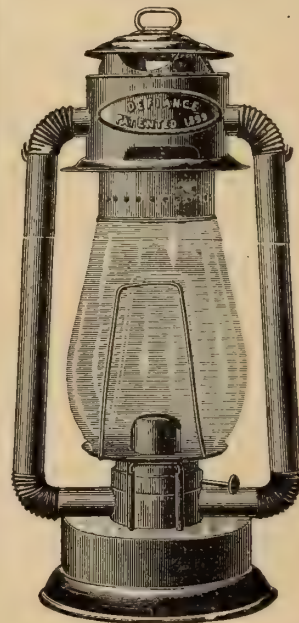
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Cold Blast Lantern



With Patent Fluted
Plate, by which the air is
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tending to keep it cool.

Sold by Leading
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*Standard Paint & Varnish Works.
Limited
Makers of High Grade
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Paints, Colors & Enamels.
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Buy the Best.



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"Velox Smokeless Shotgun Powder"

The cleanest, quickest and best of all. Hard grain, quick ignition, rapid combustion, slight residuum, no corroding of gun barrel or locks, high velocity, even pattern, great penetration, minimum pressure and recoil.

Excellent keeping qualities, not affected by climatic influences.

Safe, reliable, accurate, and **pleasant** to shoot.

Absolutely Smokeless. 16-oz. to the pound.

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None more satisfactory to dealers or users.

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Prices and full particulars on application.

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**BRASS AND IRON
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BIRMINGHAM, ENGLAND.



The original and sole manufacturers of the M.B. patent finished electro-brassed goods. Note the "Beehive" trade mark, and beware of imitations.

All goods put up in cardboard boxes.

Samples or illustrated lists free on application.

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The best way for a hardware dealer to insure the success of his business is to handle

The Island City Mixed Paints

Floor Paint dries hard in 8 hours

The Island City Varnishes

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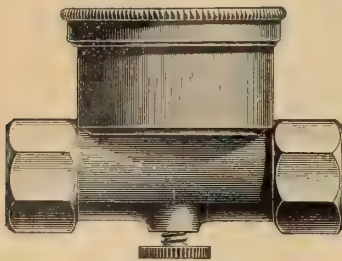
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Customers are sure when they buy our Island City Paints that they get the best value for their money.

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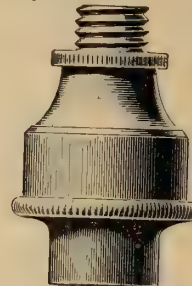
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Peebles' Automatic Gas Governors



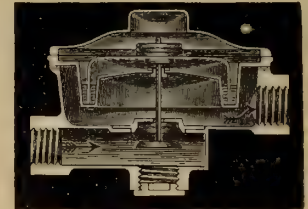
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Agent for Railway Fencing:

McMULLEN'S

POULTRY NETTINGS and LAWN FENCINGS are not surpassed in the world.

Their WOVEN WIRE FENCINGS have stood years of successful testing; special offers are now made on HOG FENCINGS.

All of the above goods are manufactured by THE ONTARIO WIRE FENCING CO., Limited, of Picton, Ont., and are sold by

The B. Greening Wire Co., OF HAMILTON and MONTREAL.
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MR. JAMES COOPER, Montreal.

Kemp's

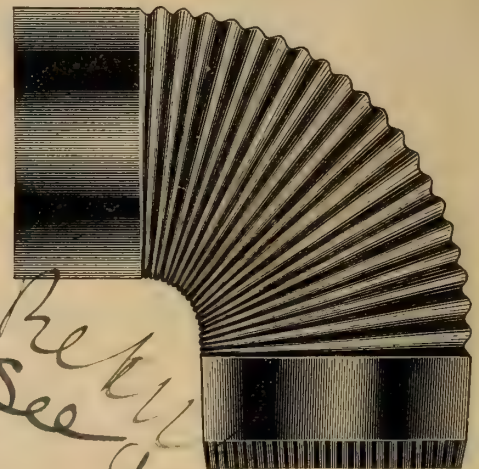
STANDARD ONE-PIECE ELBOWS.

Introduced to the trade in 1897 and proved to be the best Stove Pipe Elbow ever produced.

They are made out of Extra Heavy Smooth Steel in two qualities.

The improved process of manufacture produces a short turn, therefore less material is used, and, consequently, less weight per dozen, which results in a great reduction in freight, and a reduced cost to the buyer.

Made in STEEL, in 5, 6, 7 and 8-inch.
Made in GALVANIZED IRON, in 7 and 8-inch.
Made in TIN, in 7 and 8-inch.



POPULAR POINTS:

Strongest Elbow made.
Attractive in appearance.
Coated so as to prevent rust.
Riveted ready for use.
Will not get damaged in shipping.

Kemp Manufacturing Co., Toronto, Canada.

HARDWARE AND METAL

VOL XII.

MONTREAL AND TORONTO, AUGUST 11, 1900.

NO. 32.

President,
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Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

THE MARITIME BOARD OF TRADE.

IF the subjects to be discussed are any criterion, the sixth annual convention of the Board of Trade of the Maritime Provinces, which opens in Kentville, N.S., on August 15, should be a decidedly interesting and a profitable one.

Naturally one might expect an organization like the Maritime Board of Trade to deal with questions which would chiefly concern the Maritime Provinces, but the draft programme which has been issued jointly by President DeWolfe and Secretary Calkin shows that there is scarcely an item on that programme which is not of import-

ance to the Dominion, as well as to the Provinces down by the sea.

"The Development of Canadian Trade with the West Indies," "Development of Iron and Steel Industries," "Atlantic Mail Service on the Basis of Speed," "Preferential Trade within the Empire," "Better Hotel and Other Accommodation for Tourists" and "Rates of Freights on Apples" are certainly subjects which have more than a local signification.

Among the subjects to be discussed which are of a more purely local character are "Legislative Union of the Maritime Provinces," "What Can Be Done to Attract a Desirable Class of Immigrants to the Maritime Provinces," "Daily Mail Service Between St. John and Digby Throughout the Year" and "Curriculum of our Schools in Relation to our Industrial and Commercial Advancement."

Among those who take part in the annual deliberations of the board are some of the brightest and most capable business men in the Maritime Provinces, and there is no reason to think that the convention, which opens on August 15, in Kentville, will be an exception to the rule.

It is a good time when trade is quiet for the merchant to allow his ideas to become active.

KEEP STOCKS ASSORTED.

Just as it is not wise to buy heavily when prices are depreciating, so it is unwise to go to the other extreme and not buy sufficiently to keep stocks assorted.

Inability to fill an order may mean inability to keep a customer.

HONORS FOR A BUSINESS MAN.

THE new Lieutenant-Governor of Nova Scotia, the Hon. A. G. Jones, is a practical business man.

At 18 years of age he struck out for himself, going to Halifax and securing employment as a bookkeeper with T. C. Kinniar, a West-Indian merchant and shipowner. He rendered faithful services, and in 1850 he obtained his reward in the shape of a partnership. The partnership lasted 22 years and then Mr. Kinniar died. The firm of A. G. Jones & Co. then came into existence, like its predecessor being engaged in the West Indian trade. It is still engaged in the same business.

Mr. Jones has had his experience in public as well as in business life. At Confederation he became a member of the Dominion Parliament, representing the county of Halifax. He sat in the House at different times until 1891. At one time he was Minister of Militia in the Mackenzie Administration. He held that office when the Government went out of power in 1878. In 1897 he was appointed by the Dominion Government a member of the Cable Commission and went to England, where he participated in the discussion which took place in regard to the matter.

Some good business men have been appointed to the Senate, and a business man has now been appointed Lieutenant-Governor of Nova Scotia. It looks as if Governments were beginning to realize the value of business men for public service.

The unusually hot weather of the last few days has caused many to wish that Canada was indeed the "Lady of the Snows."

RAILWAY CONSTRUCTION IN CANADA.

RAILROAD construction on this continent is showing increased activity. And Canada is sharing in it.

New lines, extensions and improvements on which building is in progress in Canada number 36, while a year ago there were but 22. Six months ago the number was 33. Our authority is The Railroad Gazette.

In the United States, the new lines, extensions, etc., number 407, against 347 six months ago, and 255 a year ago.

If the extension of the railway mileage in Canada is at all commensurate with the subsidies, Provincial and Federal, which have been granted this year, we may look for a large increase in the mileage of the Canadian railway system.

The Dominion Parliament alone voted \$3,500,000 in railway subsidies during the session which closed a few weeks ago, to say nothing of the grants made by Provincial Legislatures.

Up to the end of June, 1899, the cash bonuses given by Governments and municipalities to railways in Canada aggregated \$186,107,405. Add to these loans, \$24,092,800, subscriptions to shares, \$3,064,500, and we have \$213,264,705. And, besides this, there are 40,000,000 acres of land which the railways have been granted. These figures do not, of course, include the bonuses given during the past year by the Federal and Provincial Governments.

Canada has not withheld her hand in dealing with the railways within her borders. It would have been better if she had.

At the end of June, 1899, Canada had 17,250 miles of railway.

HEAT CLOSES FOUNDRIES.

The excessive heat that Toronto has experienced this week has caused the closing-down of nearly all the foundries and iron works, the men being unable to stand the combined heat of the furnaces and the weather. About 1,000 men are idle, and will not go back to work until the weather becomes cooler. A number of them gave out on Friday of last week, and have not been able to return to work yet.

The men at The Polson Iron Works and

at The Canada Foundry Co. are still struggling along, trying to pull through the hot weather, but, with these two exceptions, the foundry laborers of Toronto have been doing nothing so far this week. This condition of affairs is said to be without precedent in Toronto.

HOTELS AND TOURIST TRAVEL.

ONE of the chief solutions of the tourist question is undoubtedly good hotels.

The people who travel must have good hotel accommodation.

A good hotel does not necessarily mean a big hotel. It means simply a hotel where there is an ample supply of good, wholesome food; where the attention is quick and courteous, and where the sleeping accommodation is good.

There are hotels in certain small towns in Canada which summer after summer are filled from the beginning to the end of the season with families from the United States.

There are many towns, as far as natural conditions are concerned, which should attract many more tourists than these particular places do, but they do not. And it can be for no other earthly reason than want of proper hotel accommodation.

It is a subject which is worthy the attention of boards of trade and business men's associations of different kinds throughout the country.

The average tourist purchases, as a rule, nothing but the best kind of goods, and he does not demur about paying a fair price for them. Consequently, the merchant cannot but benefit from tourist travel. And what he benefits from he should not hesitate to do his best to attract to his town.

RAILS FOR ELECTRIC ROADS.

There is, at the moment, in Canada, a decidedly active demand for rails and other material for electric roads.

Many of the companies have been holding off in anticipation of lower prices, but, although these have not yet materialized, quite a few of the companies are now in a hurry to get material, and dealers in railway supplies are scurrying around the

country trying to pick up rails from the steam railway companies. They want second hand rails if they can get them, and new if they cannot.

The electric railway people are sometimes able to buy new rails from the steam railway companies at lower figures than they can import them at. This is largely due to the fact that rails imported for steam railways are free of duty, while on rails imported for electric railways the duty is 30 per cent.

IMPORT ORDERS OF CANADA PLATES.

THE Canada plates which are now coming forward on import orders, are worth, perhaps, a little more than passing notice.

In the first place, they are coming forward rather earlier than usual. But that is because they were ordered earlier than usual. As a rule, importers place their orders for fall shipment in February and March, but this year, at least some of them, placed them in January. Their reason for doing so was a desire to get their orders in before the market reached its highest point.

Although they are getting their shipments earlier, the market is, however, lower than when they bought, but they have some compensation in the thought that they could not buy at to-day's prices and get their shipments in time for this season's trade.

DO YOUR BEST.

It is just as easy to do a thing right when the habit has been acquired as it is to do it wrong.

Because it is presumed that no one will know the difference it is a mistake not to do the best.

Supposing no one did know that a certain duty was not performed in a proper manner you would suffer yourself.

Every time a duty is improperly performed it is made easier to repeat the operation and harder to properly perform it. By-and-by the habit of not putting forth the best effort becomes a habit. And obviously the man who becomes thus habituated lessens his usefulness and diminishes his value.

He is a wise man who pulls himself up with a sharp rein when he finds himself disposed to make an article or wait upon a customer in a perfunctory manner.

BUSINESS METHODS AND PARLIAMENTARY PRACTICES.

WHILE business methods are so much more frequently disregarded than regarded in Parliamentary practice, it is not proof that representative Government is a bad and not a good thing for the country.

If a merchant or a manufacturer were to carry on his business after the same manner failure would be certain. But the fact that some merchants do employ unbusinesslike methods and fail is no more proof that business is something in which no one should engage any more than the practices of our Provincial and Dominion Parliaments are proof that representative institutions are unsuited as governing factors.

The fault is not with the representative institutions, it is with the people.

Whatever system we have it will only be a reflection of those who create it.

If we are to have a businesslike Parliament, be it Federal or Provincial, it follows that we must have therein a predomination of men possessing business commonsense.

Like begets like. And if you have a Parliament in which the professional politician predominates, you cannot expect laws any other than those of the professional politician type. Sparrows do not produce eagles.

In politics we leave to the party machine, whose component parts are professional politicians, to grind out our respective candidates. When they are placed before us we make obeisance to them, magnify their qualities and belittle the qualities of their opponents, whether they be worthy or unworthy thereof. And when we have elected them and they begin to produce laws after their kind we either blame the other party or declare representative government a farce.

We seldom recognize the cause of the disease and apply the remedy.

If we are to have a businesslike Parliament we must have businesslike representatives, and if we are to have businesslike representatives the business men of the country must put into practice the same methods they employ when appointing men to positions in their warehouses, stores or factories.

THE IRON TRADE SITUATION.

THE general tendency of the iron market is still downward, but it cannot be said that the situation is any worse.

There are certain diseases in which it is necessary that certain stages shall be passed through before health is again restored. This is much the feeling that obtains in regard to the iron trade situation.

There is a general belief among those who are watching the trend of affairs that prices must depreciate still further before people who are now holding off will buy. And, when that point is reached, we may naturally look for a hardening in values.

At present, quotations on pig iron are practically nominal. Foundrymen in Canada inform **HARDWARE AND METAL** that while they are ordinarily quoted \$19 per ton for No. 1 foundry iron, either United States or domestic make, they could readily buy at lower figures. As it is they are not buying, but are working on old stocks. It is true meltings are not large at present, and they are smaller than they otherwise would be, several large moulding shops having been closed down this week owing to the unusually excessive heat.

What the foundrymen in Canada are waiting for is \$15 iron, and when they can buy at that figure an active demand may be expected from them.

In the United States there have been larger transactions in pig iron than for some time. From Pittsburg comes the report of one sale of 10,000 tons of malleable Bessemer for future delivery. The Iron Trade Review of August 9, in regard to pig iron, says:

"Only six furnaces producing Bessemer iron, including those of steel companies, are now active in the valleys, and it is believed that by the latter part of the month this figure will nearly represent the furnaces in blast on any kind of iron, out of 29 in the Mahoning and Shenango valleys. It is the low level of prices that is telling on pig iron production. Stocks continue to accumulate and with few exceptions buyers of foundry iron hold off with their contracts, evidently in the hope that furnacemen will duplicate the recent sensational performances of the

manufacturers of finished steel. It is hardly probable that further efforts will be made toward any concerted limitation of pig iron output. As prices fall business will stop; and while no considerable business has been done at the prices now being quoted, it is judged, from the inquiries received from large buyers of foundry iron and from the growing volume of small-lot orders, that consumption is at a rate that would make a materially lower basis short-lived. The few concerns that have bought foundry iron in good lots expect to use as much iron as in the preceding year."

How possible it is that the price of pig iron will stiffen when the demand increases may be gathered from the experience in regard to plates and bars in the United States market. When consumers considered that prices had depreciated to a point where profits had been wiped out, they bought, and that freely. This has resulted in the mills taking a firmer stand and marking their prices up \$3 to \$4 per ton. Even with the higher figures it is said prices on bars and plates are down to an export basis; in fact, several deals are already said to be under negotiation.

The metal trade generally, in Canada, is quiet. Prices are, however, fairly steady, although the jobbers are shading prices on galvanized sheets for large lots, in order to try and induce business. For small lots, they are less inclined to shade prices.

IRON PIPE PRICES NOT YET FIXED.

The movement referred to in last week's issue, having for its object the fixing of prices on iron pipe, has not yet succeeded in carrying its object, the meeting called for Friday last not having been held.

The jobbers are, however, unanimous in the opinion that the movement will ultimately be successful.

Perhaps on the strength of this expectation, there is already less cutting in prices. In fact, it appears to have practically ceased.

Don't underestimate the value of keeping the window glass and woodwork absolutely clean. The woodwork should have an occasional oiling. The recess between the windows should also receive a large share of attention. There is nothing inviting in uncleanness anywhere, and neatness about a show window is more than a virtue—it is a necessity.

MAKE YOUR EMPLOYER'S BUSINESS YOUR OWN.

BY J. H. DIETZ.

PLUNGING immediately into the subject, to benefit your employer you must sell goods; to sell goods you must have customers; to have customers, you must get them, and, what is more, keep them. If you are in the advertising department you may think you are an important factor in the getting of customers, but if you are behind the counter you must know that you are.

To benefit your employer in this direction you must cultivate those qualities of person that will draw people to you. This may seem a hard and uncertain task, but remember that attractive personalities are grown by the activity of life, not the accident of birth. You must

GREET YOUR CUSTOMERS

with a cordiality that shows your personal interest in them, and the peculiarities, limitations, or possibilities of every individual make them worthy your study, interest, and acquaintance. You must "size them up," know the things that interest them, and talk of those. Here comes in the value of experience. You must have acquaintance with farming, the trades, labor in cities, the professions, political parties, social sects, religious denominations, society of all castes, from the Frenchman's demi-monde to the German's *uberwelt*. Through all of these do you reach people, and draw them to you. Part of this knowledge can be obtained from books and the daily newspaper, but if acquaintance with these different classes of people has been gained by actual association with them in their daily life, you are in possession of

A VALUABLE HANDICAP

in the race to benefit your employer. When you learn to forget yourself and talk to people of what interests them, instead of telling your own troubles and successes, you will have found the secret of drawing people to you.

The next thing is to never let slip an opportunity of extending this study. In the lulls of business, engage your customers in conversation concerning themselves and their interests. On the street car at the dinner table, everywhere you meet people whom you pass in silence, that with a little adroit study and tact, can be drawn into a conversation; and with the sympathy of your acquaintance they will seek you in purchasing.

DON'T BE EXCLUSIVE

or "swell" in your associations either in or out of business hours. Meet everybody with the same cheery welcome, and, with practice, you will find that even the surly

old stock exchange aristocrat behind his paper in the corner, suffering from gout and corns, cannot resist the pleasure of your sympathy. Knowing you he will naturally inquire who and what you are and drift to you in business.

You want practical helps in attaining this tact? To get the right frame of mind read Emerson and then study the people. Continually forget yourself and speculate on the condition of the mind, aspirations, and "hobbies" of those about you. You must be the master of a thousand hobbies, and careful observation will secure you this. Never miss an opportunity of forming an acquaintance and exchanging cards or names, even though it be a street-sweeper of the gutter or a coal-stoker of an excursion boat, met during your outing. Take an interest in all people and they'll take an interest in you. Know their needs and they'll want you to supply them.

TO KEEP THE CUSTOMER

is the really important part of your business. Do this, but do not leave what goes before undone. Your object is not to sell goods, but to keep your customer. The loss of one sale for not having something wanted is not to be compared with the loss of a customer by substituting something not wanted. You must know also the policy of your employer in dealing with the public and be firm in that policy. If it is "no credit," don't offer any encouragement to credit; if it is, "sell at market price," don't make little concessions to your friends. The public will find you out and it requires impartiality of a business institution as severely as of its public officials. Be sure your customer knows what he is getting. If he insists on buying a cheaper article tell him what its qualities are and after he has paid for it add a few more disparaging remarks; then if it is of no account he will not be dissatisfied, but will know the wisdom of buying a good article. Otherwise he will have gained the wisdom, but he'll go somewhere else to buy the article. When a boy, I bought a blue serge coat for \$4, and the salesman never said a word about it except the price. I thought I was getting a nice, silky serge that would wear, and although I got my money's worth I never went there again. After a determination to have and keep a good understanding with your customer, comes, lastly, the most important of all, the selling.

THE POWER OF KNOWLEDGE

In this, as nowhere else in the world, knowledge is power. The majority of your customers do not know what they want and

you must find out for them. They tell you their needs and you must know their goods. It is not enough that you know what you have in the house and its price. You must know all the uses that can be made of it, and also as much about its origin, if possible, as the man who made it. Never miss an opportunity to visit a manufactory of any kind, and go with your mouth and eyes open—asking questions and seeing. Study books on staple products.

If you look along the shelves of your general store you will find materials, the source of which will take your

SPARE TIME IN STUDY

for the next twenty years. Their uses would occupy you nearly as long. All this comes after you know your stock thoroughly. How many know that? Not all; if you did you wouldn't leave that box of last year's lawns to spoil in the cellar while you sell from the latest styles that would find good sale later in the season or even next year. The best way to benefit your employer is to be alive to the possibilities of your occupation. When you have mastered the technicalities connected with commercial exchanges you are worth more to the world than any college graduate on the eve of any commencement.

WATCH YOUR CUSTOMER

closely and know when you have made a sale. Perhaps you pass by sales unnoticed. Don't give him an opportunity to say "No!" but ask him (at the right moment always), "Now, which of these do you prefer?" or, "What else to-day?" The blunt, "Do you want this?" has lost many a sale.

In keeping and arranging stock never take orders from your employer—always anticipate them—you are among the stock more than he and ought to know its needs better. Don't let him ask you to do anything if you can help it. Be ahead of him and have the thing done. If you are what you ought to be after five years in the business you know more about it than he does, any way. He knows it. But don't let him know that you know it. When you come down in the morning just imagine you own the whole institution and then you'll do the things that best promote the interests of your employer.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

GEORGE WILSON & CO., lumbermen and planing-millers, St. Catharines, Ont., have compromised.

The creditors of Magor Bros. & Co., roofers, Montreal, met on August 10.

Richard Francis, harnessmaker, Douglas, Ont., has assigned to Robt. C. McNab.

PARTNERSHIPS FORMED AND DISSOLVED.

E. Purvis & Co., general merchants, Slocan, B.C., have dissolved.

E. Bourque & Co., tinsmiths, Plessisville, Que., have registered partnership.

Woodhouse & McDiarmid, manufacturers' agents, Montreal, have dissolved.

O. H. Camirand & Cie., sawmillers, Granby, Que., have formed a partnership.

Leduc & Duquette, St. Hyacinthe, Que., have formed a partnership as roofers, etc.

Snider & Echlin, general merchants, Keewatin, Ont., have dissolved, W. H. Echlin continuing.

Johnston & Foss, hardware and grocery merchants, Sherbrooke, Que., have dissolved. Mr. Foss has formed a partnership with Mr. Kerr to carry on the hardware business.

SALES MADE AND PENDING.

W. B. Lees, general merchant, Grand Forks, B.C., has sold out.

Wm. Appel, harness dealer, Milverton, Ont., has sold out to S. Rumford.

Robert Stevenson, harness dealer, Glencoe, Ont., advertises his business for sale.

The stock of R. S. Fisher, general merchant, Dauphin, Man., was sold at 65 1/4 c. on the dollar.

The stock of Thomas Burnside, general merchant, Bothwell, Ont., was sold by auction on August 8.

Hunter Bros., general merchants, Sandon, B.C., have sold out to The Hunter, Kendrick Co., Limited.

The stock of the estate of Carley & Studer, general merchants, Morden, Man., was sold to T. E. McGin at 70c. on the dollar.

CHANGES.

A. Siddle is commencing business as blacksmith at Strathburn, Ont.

John Davison Paxton has registered as proprietor of the Davison Oil Co., Montreal.

W. A. White, carriagemaker, Morden, Man., has been succeeded by H. Baldwin.

Cowan & Co., machinery manufacturers, Galt, Ont., have opened a branch in Montreal.

Wm. Smith, harnessmaker, Niagara Falls, Ont., has been succeeded by C. Bradford.

FIRES.

Thomas Seaman, carriagemaker, Listowel, Ont., has been burned out; insured.

To Sherwin-Williams Paint Co. Montreal

Works Both Ways

If you work for
THE SHERWIN-WILLIAMS PAINT
it will work for you. It will make money and reputation for you.

Poor paint on the other hand doesn't repay the time and trouble spent in pushing it. Worse than that, it injures you in a dozen ways. You can't sell much of it no matter how hard you push and the little you do sell spoils your chance for future trade.

We know **S. W. P.** pays well for all the effort put into it because we're selling it ourselves and growing all the time.

THE SHERWIN-WILLIAMS CO
PAINT AND VARNISH MAKERS.

CLEVELAND. CHICAGO. NEW YORK. MONTREAL. BOSTON. TORONTO. SAN FRANCISCO. KANSAS CITY.

Robt. E. Young, blacksmith, Listowel, Ont., was burned out; insured.

The stock of Jos. Grace, Montreal, was slightly damaged by fire and smoke.

J. McDonald & Co., planing millers, etc., Chatham, N.B., have been burned out; insurance, \$3,000.

DEATHS.

A. McGregor, of A. McGregor & Son, hardware dealers, Victoria, B.C., is dead.

QUESTIONS AND ANSWERS.

A & B write: We are looking around for a blank hardware price list bound. Can you refer us to any publishing company, or do you supply lists yourself?

[REMARKS: We do not supply lists ourselves. Perhaps some of our readers can supply the desired information.—THE EDITOR.]

OBLONG BUTTER MOULDS WANTED.

I. & H. write: "Can you furnish us with the manufacturers' names of oblong butter moulds, 2-oz. prints in 1/4-inch squares. We have been asked to put in a stock."

[REMARKS: If any of our readers can supply the desired information we would consider it a favor.—THE EDITOR.]

ESTABLISHED IN MONTREAL.

Cowan & Co., who for over 40 years have been well known machinists of Galt, Ont., have opened an agency in Montreal, at 302-304 St. James street, which will be under the management of Mr. W. H. Fisher, who has been with the company 17 years. They manufacture the celebrated Corliss engine, which has been almost entirely remodelled during the last few months. The firm also manufacture boilers and all kinds of wood-working machinery. Mr. James Cowan, the founder of the firm, who recently died aged 94, was well known throughout Canada as Dominion Arbitrator.

The Town Council of Moose Jaw, N.W.T., has passed a by-law for closing all stores, except drugs, tobacco, etc., by 6 o'clock every evening except Saturdays. A heavy penalty is imposed upon anyone breaking the law.

Mr. Z. H. Burnham, an old and well-known hardwareman, is in charge of the hardware business of Mr. Wilbur Gordon, Tweed, Ont., during the latter's absence at the Paris Exposition.

Mr. Watt, accountant with Geo. D. Wood & Co., Winnipeg, is slowly convalescing from a very severe illness. Mr. Watt is a much valued employe, and the firm are anxiously awaiting his return to business.

A LESSON FROM HISTORY.

TWO young men were leaving their place of business just as their employer's son drove by in an elegant turnout, the young man himself looking precisely as if he had sat for one of Nast's caricatures, writes Mrs. McConaughy in an exchange.

"How would it seem for us to be riding around in that style, Joe, with all the money we wished to spend, and no care as to where it came from. And just look how hard we work 10 hours a day, and for how little."

Joe watched the retreating figure with laughing eyes as he replied:

"It is exactly such specimens that make me contented with my working lot. If that is the best outcome of great wealth and luxury, let us stick to our brown bread and oatmeal. That chronic seasick look does not seem to argue even great enjoyment for him. If to be a millionaire's sons we must turn out duds, let us be thankful for honest, hard-working fathers."

"I have been reading history a good deal this winter, and took quite an interest in it. The nations all began down on a very low plane. First barbaric, and little by little rising in civilization, then increasing in wealth and luxury and weakness and wickedness, and then came the decline and downfall. That was the way with Greece, once so brave and powerful; and Rome ran the same course. The old history repeats itself among the nations of the earth, over and over again. I can't help wondering sometimes what may possibly be in store for this nation yet, it has reached such a stage of luxury and extravagance, and developed such a brainless race as the duds. It looks as if it would take a pretty general cyclone to bring us back to a rational status again."

"With your views I suppose you renounce all aspirations toward riches?"

"Not much to renounce if you have reference to any prospects of that kind. Of course, I mean to get on and do the best I can for myself, but I am not going to mourn because I am not a millionaire and never shall be. I don't believe great luxury is the best thing for a man or his relations any more than it is for nations, which are only men in the mass."

"Still it would be a good thing to have enough to live on, even if we must work hard for it."

"I manage to make out some way, and don't find myself specially pinched."

"That's where you differ from me, and yet you get no more wages."

"I suppose the difference lies in the way we spend. I never spend mine until I get it. I can make it hold out so much better

then. It always looks a good deal larger in prospect than it does in hand, so I am obliged to portion it out accordingly. Still, I always manage to leave a dollar over, to feel rich on. It is such a help to self-respect and comfort."

MICA AXLE GREASE.

Mica axle grease is being put upon the market by The Queen City Oil Co., Limited. It is put up in 1-lb. and 3-lb. handsome white enameled tin boxes, and in 10, 15 and 25-lb. pails.

Why don't you

add firearms to your other lines? Many hardware dealers carry guns and revolvers profitably.

IVER JOHNSON GUNS AND REVOLVERS ARE ... SAFE ...

SEND FOR CATALOGUE, PRICE LIST, ETC.

Iver Johnson's Arms & Cycle Works

Branches—New York, 99 Chambers St.
Boston—165 Washington St.
Worcester—304 Main St.

FITCHBURG, Mass.

Gilbertson's Galvanized Sheets

PATENT

COMET
BRAND

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

"GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"
"Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S TERNEPLATES, "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

ALEXANDER GIBB,

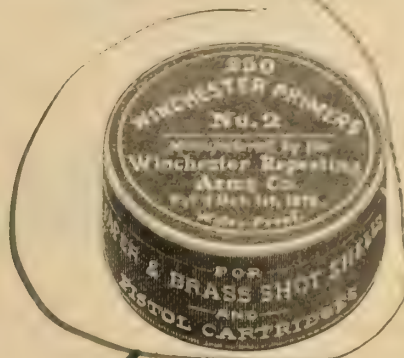
Agent

13 St. John Street, MONTREAL.

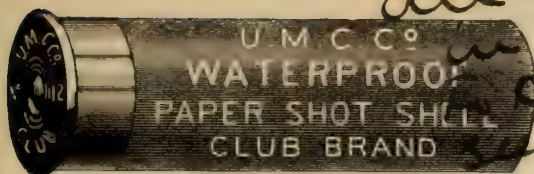
H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY.37-39 Front Street West, **Toronto.**ONLY
WHOLESALE.

GUN CAPS.



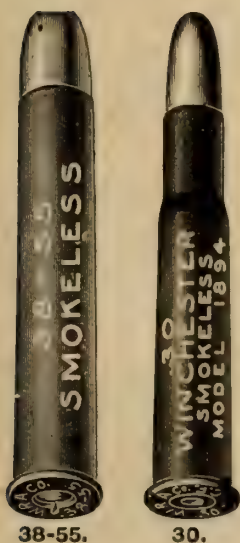
PRIMERS.

EMPTY PAPER SHELLS.
BRASS SHELLS.

GUN WADS.

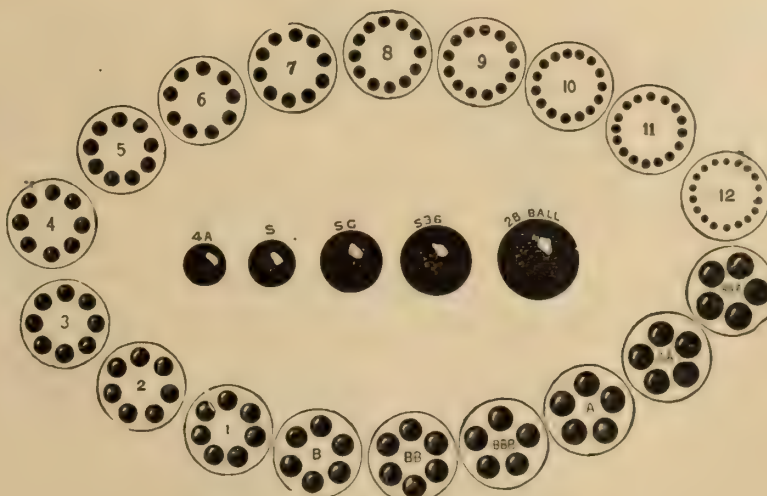


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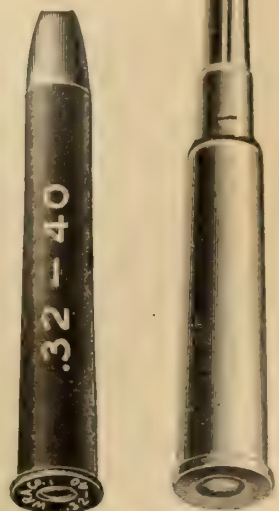


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SHOT—SOFT AND CHILLED.



32-40. LEE-ENFIELD.



"ECHO" CALL.



"DUCK" CALL.



"UNIVERSAL" CALL.

Letter Orders
Promptly Filled.

H. S. Howland, Sons & Co., Toronto.

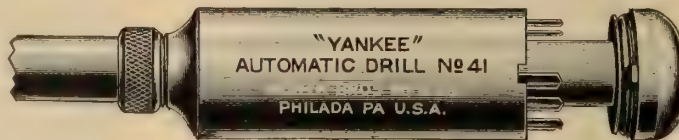
Our Prices
Are Right.

"YANKEE" AUTOMATIC DRILL, NO. 41

FOR carpenters, cabinetmakers, etc., for boring wood for various purposes, as setting screws, brads, nails, etc. Bores holes in hard or soft woods without splitting. Pushing handle down revolves the drill, and a spring pushes the handle back to its place. During the return movement the drill point revolves backward to clear chips, etc.

This "Yankee" drill has the same style improvement over other drills in the market in its magazine, though it is somewhat different in its operation than that in our No 40 "Yankee" drill. The magazine in this drill is opened by loosening nut at its lower end, causing interior of handle to move up and expose all the drill points in plain sight (as in illustration), thus enabling the user to quickly select and remove drill required.

The chuck is of new and improved design, and will hold drill points tight and absolutely rigid, and an improvement on



chuck used on our No. 40 "Yankee" drill.

The tool is nickel-plated and finely finished. The material and workmanship throughout are of the best.

Eight drill points are furnished with each tool, one each 1-16, 5-64, 3-32, 7-64, 1/8, 9-64, 5-32, 11-64 inch, shown full size in cut. They are same as used in No. 40 "Yankee" drill.

The entire length of tool, inclusive of drill, as in illustration, is 11 3/8 inches. Packed one in strong paper box. The North Bros. Manufacturing Co., Philadelphia, Pa., are the makers.

AMERICAN SHEET STEEL CO., ETC.

Vandergrift, Its Homes and Industries," is the name of a handsome book published for the Vandergrift Land and Improvement Company and illustrating and describing the town of that name, "the home of the Vandergrift works of the American Sheet Steel Company, the Chilled Roll Foundry and the Vandergrift Lumber Company." The book is gotten up in the best style possible, with covers of dark, heavy paper, the lettering and design being in silver and black. Half-tones of residences, factories, scenery, public buildings, etc., in and about the town are found on every alternate page, a reference to each being printed opposite

it. Here and there throughout the book glimpses of the immense plant and works of the steel companies located there, are shown. The engravings are well executed and, printed on the best paper, make the book an exceptionally fine production.

NEVER SAY DIE.

What is more soul-stirring than to see a man who, beaten on every side, crowded into a corner, fights heroically to recover

lost ground? Him who, when his legs fail him, lights on his knees. Him, who exemplifies the old Norse maxim: "Either I will find a way or make one." It has been well said that "success consists not in never falling, but in rising every time we fall." Push on. Friends may desert, the clouds of doubt and discouragement, of sorrow and despair, may hover around about, but there is no night without its

morn, no lane without a turn. The world wants men; it is bound to recognize him who knows not how to yield. Gain strength from the words of that Spartan mother, uttered when her son complained that his sword was too short. "Add a step to it," the brave woman replied. Never envy those who have not, figuratively speaking, been obliged to take in their light sails to



weather a squall. If you have been crippled, hasten to repair the damage and fall into line again. You are better for the experience. Don't be troubled if some people think you are not as strong as before. Bide your time and measure swords with them.—Vanity Fair.

AT LAST SHE SMILED AND SPOKE.

"Anything wrong?" asked the hotel clerk of the New York drummer who had just got home from the West.

"I was thinking," was the reply. "I rode from Toledo to Buffalo with the prettiest girl I ever saw."

"But that didn't hurt you. Who was she?"

"Can't tell."

"You didn't introduce yourself and get her card in return?"

"No."

"No particular trouble, eh?" solicitously insisted the clerk.

"Well, it was this way," replied the raveler, as he braced up for the explanation. "She simply ignored me and gazed out of the window. Then I rose and handed her a magazine, but she declined with thanks. Ten minutes later I bought her latest novel out, but she said she didn't care to read. Then I bought some fruit, but she would accept none. She also ignored me when I tried to draw her out on music."

"But you persisted?"

"Oh, yes. That is, I was about to make another attempt to enter into conversation when the train came to a halt at a town, and the girl beckoned me over. I was there in an instant, and with the sweetest smile you ever saw she asked me if I would do her a slight favor."

"With all my heart," I hastened to say. "Well," she said smiling even more sweetly, 'suppose you leave the train here and take the next one that follows, for you have made me dead tired, and I feel like taking a nap.'"

"Good gracious," whispered the clerk.

"Yes, sir," said the drummer, as he reached for a cigar, "and I want to go up to my room and sit and think and try and figure it out. Perhaps it's time I left the road and settled down at home."

A CHANGE IN A HARDWARE FIRM.

The hardware business of T. Kenrick & Co., Fort William, Ont., has been taken over by W. A. Mackenrot & Co., and is being conducted under the latter style and name. Mr. W. A. Mackenrot was formerly the senior partner in the firm of Kenrick & Co.

Cossitt Bros. & Co., Brockville, Ont., manufacturers of agricultural implements, have announced that they are doubtful about rebuilding in that town.


SMITH & HEMENWAY CO.

Manufacturers, Importers, and Exporters, 296 Broadway, NEW YORK CITY.
Nippers and Pryers, Wrenches, Glass Cutters, Nail Pullers, Razors, Butcher Knives, etc.
OUR 1900 CATALOGUE SENT FREE UPON APPLICATION.

PERSONAL MENTION.

Mr. Robert Munro, managing-director of The Canada Paint Co., accompanied his son to Victoria, B.C., last Thursday, and will return to Montreal next week.

Mr. Newman, president of the Wholesale Hardware Association, is to be seen back at his desk in Caverhill, Learmont & Co.'s establishment, looking much better for his needed holiday.

Mr. W. G. Johnson, hardware merchant, Rat Portage, Ont., who has been for some months in Fort Frances, Ont., founding a branch of his business there, has returned to the former place.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

.. FULL STOCK ..

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Portland Cements

BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.

DIAMOND STOVE PIPE DAMPER AND CLIP

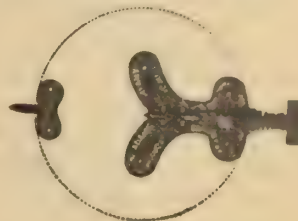


U. S. Patent June 25th, 1895.
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of - - -

HARDWARE
TINWARE
and STOVES,

for furnace pipe, to support
the sheet steel blade.



Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**
A. R. WOODYATT & CO., Guelph, Ontario.

Hardwood CHARCOAL in Bulk or Sacks. WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by..

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
Deseronto.

Gooderham Building, **TORONTO**

HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of - - -

High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.



For sale by Sporting Goods and
Hardware Stores almost everywhere.



NOTICE TO IRON BRIDGE BUILDERS.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for iron work of bridges over the slide channels, Ottawa," will be received at this office until Thursday, August 16 next, for the reconstruction of the iron work of the bridges across the Chaudiere slide channels of the Ottawa River, in the City of Ottawa, which was destroyed by fire in April last, according to plans and a specification which can be seen at the office of the Superintending Engineer of the Ottawa River Works, over the Post Office in the city of Ottawa, and at the Department of Public Works, Ottawa, after Wednesday, August 1 next.

Tenders will not be considered unless made in the manner called for by the specification and signed by the actual signature of the tenderer.

An accepted chartered bank cheque, payable to the order of the Minister of Public Works, and equal to 10 per cent. of the bulk amount of the tender, must accompany each tender. The cheque will be forfeited if the party decline to contract or fail to complete the work contracted for. It will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

JOSEPH R. ROY,

Acting Secretary.

Department of Public Works,
Ottawa, July 30, 1900.

N.B.—Newspapers inserting this advertisement without authority from the Department, will not be paid for it. (32)

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of - - -

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from
Canadian Office:

6 St. Sacramento St., MONTREAL

F. A. YORK, Manager.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, August 10, 1900.

HARDWARE.

THE nervousness that put a damper on the trade of last month has disappeared, and the dealers throughout the country are showing more confidence in the market as it is at present constituted. Consequently, trade is opening up, and particularly during the last 10 days. One can hardly single out any one line as being active, for both heavy and shelf goods are moving decidedly freely. Some of the largest orders of cutlery that have left Montreal warehouses for some years were shipped this week. Sporting goods are selling rapidly. The harvest tool trade is falling off and getting out of season. Such things as bolts, screws and rivets are being sold in large quantities, and people are now laying in fall stocks of nails, although in connection with this latter line there is still some hesitation.

BARB WIRE—Inquiry is improving. We quote the base at \$3.30 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—Trade in this line is still slack. We quote as follows: Nos. 6, 7, and 8 guage, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25, for small quantities.

SMOOTH WIRE—Little movemet is to be noticed. The price is on a \$3 per 100-lb. base.

FINE STEEL WIRE—Trade in this line is picking up somewhat, but the volume is not large. The discount is 15 per cent. off list.

BRASS AND COPPER WIRE—There is not much doing. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—A large number of inquiries have come in this week. The price is \$3.45 per keg of 100 lb.

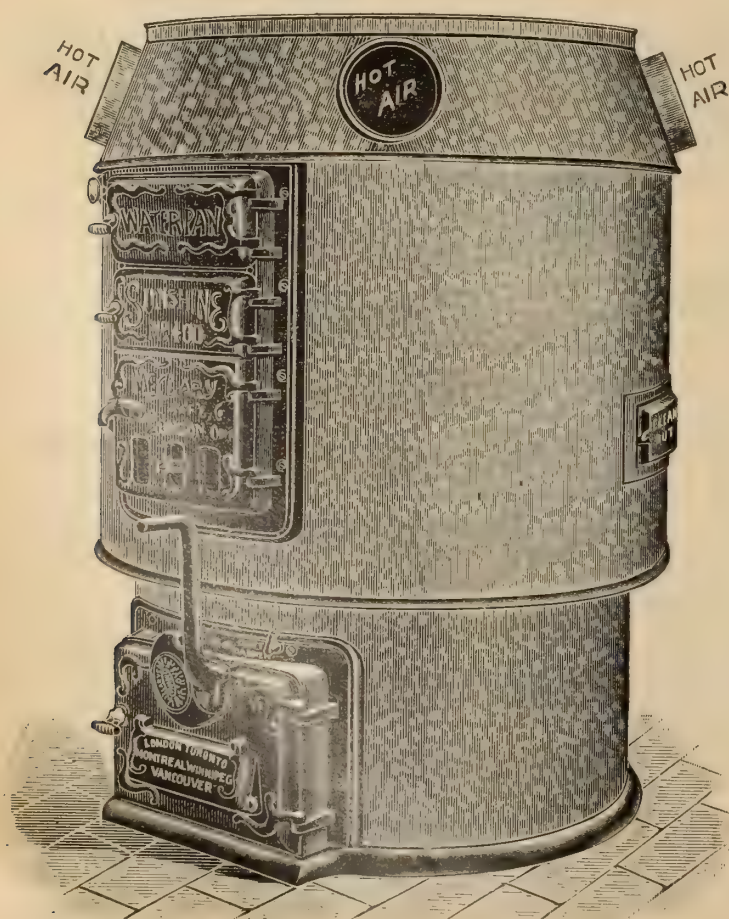
WIRE NAILS—The volume of business in wire nails is increasing. Dealers are seemingly convinced that the price has been set for the season. We quote \$3.10 for small lots and \$3 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—In this line business is also opening up and showing signs of activity. We quote \$2.60 for small and \$2.50 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Trade is a little better this week. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—The amount of business done in horseshoes this week has been much larger than for some weeks past. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow shoes, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.85; No. 1 and smaller, \$4.10; feather-weight, all sizes, \$5.10; toe weight steel shoes, all sizes, \$6.20 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—A good trade in screws is being done this week, each order coming in containing an inquiry for this line. Dis-



A NEW FURNACE

For any kind of Fuel {
ROUGH WOOD
KNOTTED WOOD
HARD COAL
SOFT COAL

Made in three sizes, with capacities ranging from 10,000 to 50,000 cubic feet. The most modern and powerful heater of its kind made in the Dominion.

They have larger heating surfaces than any other, and have . . .

Heavy sectional firepot,
Triangular grates,
Double fire door, size 11 x 15 in.
Direct or indirect draft.
Safety gas damper,
Steel plate dome and radiator.
They are easily set up, and cased.

A HIGH-CLASS FURNACE AT A LOW PRICE

Descriptive matter will be mailed to Agents in a few days.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL,
WINNIPEG, or VANCOUVER.

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized

W. Dewees Wood Company's
Planished Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

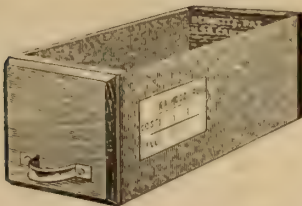
Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

WHY SO MANY ADOPT



BENNETT'S SHELF BOX.

They display goods, attract customers, make sales, save room, keep stock in order, and help to serve customers quickly—all elements to success. Put them in now and get ready for the Fall trade. Prices and particulars from the patentee and maker,

J. S. BENNETT,

20 Sheridan Ave. TORONTO
N.B.—Boxes made to fit your present shelving.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

counts are as follows: Flat head bright, 8 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS—Some fair shipments have been made this week owing doubtless to the fixing of the prices, which have been easy for some time. Discounts are: 5-16 and under, 60 per cent.; ¾ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 75 per cent.; square nuts, 4c. per lb. off list; hexagon nuts, 4½c. per lb. off list; bolt ends, 65 per cent.; blank bolts, 60 per cent.; plough bolts, 55 per cent.; Norway bolts, square, 65 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.

RIVETS—This line shares in the activity of the week. We quote discounts: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 50 per cent. off; swedes iron burrs, 45 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 50 per cent. off.

CORDAGE—Binder twine is asked for this week, but other lines are only in moderate request. The base prices are unchanged at 14c. for manila, and 9¾c. for sisal.

SPADES AND SHOVELS—An improvement is also noticeable in these lines. The discounts continue at 40 and 5 per cent.

TACKS—A fair summer trade is being done in tacks. Merely as base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—The demand is moderate. We quote \$17 to \$24 per 1,000 as to brand.

CEMENT—The market in cements is firm and the demand good. Prices remain unchanged. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

METALS.

The metal market has not improved very appreciably. The orders for small lots are perhaps more numerous this week, but the demand for large lots is still conspicuous by its absence. The London market in pig tin has advanced almost £2 in London since last week. The market for lead and its compounds is also decidedly firm. The iron market, particularly in England, is easier.

PIG IRON—Business in this line is very dull. A few transactions have taken place at about our last week's quotation, \$24.50.

BAR IRON—Small lots are being sold freely to dealers at outside points. The

TINPLATES

"LYDBROOK," "TRYM,"
"GRAFTON," "ALLWAYS,"
"CANADA CROWN," ETC.

CANADA PLATES

"DOMINION CROWN" All Polished.
"ALLWAYS" best Half Bright.
"PONTYPOOL" Half Bright.
"DOMINION CROWN" Galvanized.

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

IC and IX 14 x 20 and
20 x 28 Tinplates
Cokes and Charcoals.

Especially low
figures on IX 14 x 20.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

An Opposition Traveller

said to one of our representatives a few days ago that "You people make me tired the way you blow about that Elastilite Varnish."

Poor Fellow! No wonder he was tired! Elastilite has taken his customers and he has to work hard to get orders.

Elastilite is a Varnish for either **inside** or **outside** that you can sell over and over again to your customers. Once used they always ask for it and tell their friends how nice it looks and how well it wears.

—Manufactured only by—

The Imperial Varnish & Color Co.
LIMITED
TORONTO, CANADA.

JOHN BOWMAN HARDWARE & COAL CO.,London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz :

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

price is \$2.15 to \$2.20 per 100 lb. f.o.b. Montreal.

BLACK SHEETS—There is nothing new in black sheets. We quote the base on 8 to 16 gauge at \$2.95.

GALVANIZED IRON—Some little interest is shown. We quote : No. 28 Queen's Head, \$4.75 to \$5.00, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—The market is firm and unchanged. We still quote 17½c.

INGOT TIN—On the London market tin has advanced £2 this week, and stocks are still firmly held. The article can be bought here at 37c., although some ask 38c. Stocks are low.

LEAD—Outside quotations continue firm. We quote the base at \$4.65. Agents here have received instructions not to sell stocks at old figures without confirmation from headquarters, as an advance is probable at any moment.

LEAD PIPE—There is not much doing in lead pipe. We quote : 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—Inquiry for iron pipe is fair at former prices. We quote : ¼, \$2.95 per 100 ft.; ⅜, \$2.95; ½, \$3.10; ¾, \$3.45; 1, \$5.20; 1¼, \$6.75; 1½, \$8.10, and 2-in., \$11.00.

TINPLATES—A better business has been done this week in tinplates. Prices are \$4.50 for coke, and \$4.75 for charcoal.

CANADA PLATE—There has been no change in the prices for Canada plate this week, but the market is easy. We quote : 52's, \$3; 60's, \$3.05; 75's, \$3.10; full polished, \$3.50, and galvanized, \$4.60.

TERNE PLATE—There is nothing to note in connection with terne plate. Price remains as before at \$8.50.

SWEDISH IRON—Price is \$4.25.

COIL CHAIN—The demand and market are steady. We quote : No. 6, 11½c.; No. 5, 10c.; No. 4, 9½c.; No. 3, 9c.; ¼-inch, 7½c. per lb.; 5-16, \$4.85; ¾, \$4.80; 7-16, \$4.50; ½, \$4.25; 9-16, \$4.15; ⅝, \$3.80; ¾, \$3.75; ⅞, \$3.70, and 1 inch, \$3.70 per 100 lb.

SHEET ZINC—Demand is fair at 6¼ to 6½c.

ANTIMONY—Unchanged at 10½c.

GLASS.

The glass market is decidedly firm. Dealers can rest assured that there will be no decline this winter, as foreign merchants have withdrawn quotations and stocks here are very low. We quote as follows : First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

Business is quiet. The lead market continues firm. There has been no change in lead pigments on the other side, but strong prices in pig lead would indicate that higher prices may be looked for. Turpentine is easier on the Southern market at the moment, but no change has taken place here, as the market in the South is of an unsteady character and liable to react at any moment, should a demand spring up. This condition is not at all unlikely to come about, for it is well known that dealers all over have been buying from hand to mouth. There are no changes in quotations to report this week. We quote :

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.10; in kegs, \$5.35 to \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote : Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 84c.; boiled, 87c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus

2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 67c.; two to four barrels, 66c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

PARIS GREEN—Demand fair; 1-lb. packets, 19¼c., and drums, 18¼c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

PETROLEUM.

A weaker feeling has prevailed in the petroleum market for Canadian refined, and prices have declined ½c. per gallon, but judging from the tone of the American market of late, an early reaction in the price of Canadian oil would be in order. American oil is firmly held, and prices for both crude and refined have a tendency to advance in the near future. The demand for all grades is fully up to expectations for the season, and the market, on the whole, is fairly active. We quote: "Silver Star," 15½ to 16¼c.; "Imperial Acme," 16½ to 17½c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

The hide market is slow, owing to lack of demand from tanners who have an over-supply of leather. The usual monthly advance of 10c. per skin in the price of lambskins has taken place, and dealers are now paying 40c. each. We quote: Beef hides, 8c. for No. 1; 7c. for No. 2, and 6c. for No. 3. Calfskins, 9c. for No. 1, and 7c. for No. 2; lambskins, 40c.

MARKET NOTES.

Coal oil is ½c. lower.

Lambskins are advanced 10c. a skin.

ONTARIO MARKETS.

TORONTO, August 10, 1900.

HARDWARE.

THE trade situation in hardware has not changed materially during the past week. For this time of the year, a fair volume of business is being done. At the same time, the individual orders are light. Fence wires are still inactive. There has been a steady trade for small lots of wire nails. Very little is being done in cut nails. Screws, bolts and nuts are still fairly active. Business is still falling off in harvest tools, although a fair business is still being done in some lines. Trade is fairly brisk in sporting goods, and a nice trade is being done in cutlery. Trade keeps steady in churns and ice cream freezers. There is not as much being done in enameled ware as there was, and tinware is decidedly quiet.

The Popular Fireproof Roofing

Eastlake Shingles

GALVANIZED OR PAINTED.



Always give absolute satisfaction.

Not only fire and weather proof, but also lightning and rust proof.

And quicker laid than others—their patent side lock gives them immense superiority.

They are in great demand by practical builders everywhere—are you handling them?

Our catalogues and price list are at your service.

METALLIC ROOFING CO., Limited KING and DUFFERIN STREETS, **Toronto.**
Wholesale Manufacturers.

Shipments of stoves are this week being made by the manufacturers. There is quite a little being done in binder twine, although orders are only of a hand-to-mouth character. We have no change of any kind to note in prices. Payments are fair.

BARB WIRE—A few small orders are being received, but the volume of business is insignificant. We quote f.o.b. Cleveland \$2.95 in carlots, and \$3.05 in less than carlots; f.o.b. Toronto, \$3.25 in less than carlots.

GALVANIZED WIRE—There are a few orders being received, but the quantities wanted are small. We quote as follows from Toronto: No. 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$5.10; No. 16, \$5.15. The f.o.b. price Cleveland for Nos. 6 to 9 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—There is practically nothing doing in oiled and annealed wire. In hay-baling wire, some inquiries have been received during the week, but, as far as can be learned, they result in little or no business. The base price is \$3 per 100 lb.

WIRE NAILS—Business is much about the same as it was a week ago, the demand only being for small lots. Base price \$3 in carlots, and \$3.10 in less quantities.

CUT NAILS—There are a few cut nails going out, but business in aggregate does not amount to much. The base price is \$2.60 per keg, Toronto, Hamilton, London and Belleville.

HORSESHOES—Business in this line remains much the same as before. Namely,

quiet and uninteresting. We quote, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.75; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$5.20; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$4; snow-shoes, \$4.25; light steel shoes, \$4.20; featherweight (all sizes), \$5.20.

HORSE NAILS—These are quiet and unchanged. Discount, 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

SCREWS—A fairly good trade is still being done in screws. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—A fair steady trade is still to be noted in bolts and nuts. We quote: Norway bolts, full, square, 65 per cent.; common carriage bolts, full square, 65 per cent.; ditto, 5-15 and under, 60 per cent.; ditto, ¾ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 60 per cent.; bolt ends, 65 per cent.; nuts, square, 4c. off; nuts, hexagon, 4¼c. off; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 55 per cent.

RIVETS AND BURRS—Trade is just steady and without any striking features. We quote: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

ENAMELED WARE—There is not as much doing as there was and trade is quiet.

TINWARE—The movement in tinware is decidedly small.

STOVES—A good many orders have been taken for stoves for August delivery, and shipments of these are now going forward.

ROPE—There is a demand for sisal rope to be used in connection with hay forks, but in general, the rope trade is rather quiet. One feature of the trade is the shipments that some of the wholesale houses are this week sending forward to the Northwest. We quote: Pure manila, 13½ to 14c.; "A" quality manila, 11½ to 12c.; special manila, 10½ to 11c.; sisal, 9½ to 10c.

BINDER TWINE—The retail houses appear to be pretty well sold out, for they are buying small lots somewhat freely. We quote: Pure manila, 12½c.; mixed, 9½c.; sisal, 9c.

HARVEST TOOLS—A few hay and manure forks, and, now and then, a cradle, are going out, but trade is gradually falling off. Discount, 50, 10 and 5 per cent.

SPADES AND SHOVELS—In this line there is very little being done. Discount, 40 and 5 per cent.

SPORTING GOODS—Guns and ammunition are going out every day, and business in this line is fairly good.

CUTLERY—Business is principally in table cutlery, although a little is being done in pocket cutlery. A few butchers' knives and razors are also selling.

CEMENT—The local trade continues in an improved condition. At outside points a brisk market prevails at steady prices. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

COW CHAINS—Although it is yet early in the season, an order now and then is being received for cow chains.

ICE CREAM FREEZERS—Quite a few orders are still being received for ice cream freezers.

CHURNS—A fairly steady trade is still being done in churns.

SCREEN DOORS AND WINDOWS—Although trade in this line was thought to be over, a few orders have been received during the past week.

METALS.

The metal trade is on the whole quiet this week, and the few orders that are being received are for immediate shipment. Quite a few inquiries have been heard, but they have not amounted to anything.

PIG IRON—The market is still weak, with foundrymen still holding off for lower prices. Quotations for Hamilton iron are \$19 for No. 1 and \$18.75 for No. 2.

BAR IRON—Trade is still quiet, and the

ruling quotations are \$2 in carlots and \$2.10 in smaller quantities.

PIG TIN—There has been rather a good business done in this line in small quantities. Local quotations are unchanged at 36 to 37c. The London market declined £1 5s. on Thursday, and, in New York, spot stock was offered at 30 to 35 points lower than on the previous day.

TINPLATES—A moderate trade has been done in this line during the past week in small lots. The demand has been for both cokes and charcoals.

TINNED SHEETS—Trade in this line is quiet and featureless.

BLACK SHEETS—The demand keeps light and the base price is unchanged at \$3.60.

GALVANIZED SHEETS—A fair trade is to be noted, and import orders continue to arrive. Although quotations are unchanged for ordinary lots, figures are being shaded on two and five-case lots, in order to try and induce business. Manufacturers' prices are unchanged, the lower quotations only being made by the wholesale trade.

CANADA PLATES—There is very little movement in this line. Import orders are beginning to arrive. This is a little earlier than usual, but the orders were placed earlier by the jobbers with a view to securing the supplies below the maximum figures which they expected would rule. To-day's quotations, however, are lower than those at which they placed their orders. We quote: All-dull, \$3.35; half-polished, \$3.50, and all-bright, \$4.

IRON PIPE—The jobbers have not yet agreed upon a fixed price for iron pipe, but it is held to be only a matter of a short time before they will do so. Business is fairly good, and we hear of less cutting. Discounts are: Black, pipe, ¼ to ¾ inch, 40 per cent.; ½ inch, 60 per cent.; ¾ to 2 inch, 66⅔ per cent.; larger sizes, 50 and 5 per cent. Galvanized pipe: ½ inch, 40 per cent.; ¾ to 2 inch, 50 per cent.

LEAD PIPE—Business keeps steady. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

LEAD—Business in this line is quiet at 5 to 5¼c. per lb.

SOLDER—Business is fairly active. There is some difference in quotations, but the ruling prices are as follows: Half-and-half, 21½ to 22½c.; refined, 21 to 21½c., and wiping, 20 to 21c.

COPPER—Orders for ingot copper are small, but there is a fair movement in sheet copper. We quote 19½ to 20c. for ingot, and 23 to 23½c. for sheet copper.

ZINC SPelter—Trade is quiet, and quotations unchanged at 7 to 7¼c. per lb.

ZINC SHEET—Business is quiet also in this line, and devoid of any special feature.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery.
6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP.

With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.



PRIEST'S CLIPPERS

Largest Variety.
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman"
Hardware
Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

We quote 7c. for cask lots, and 7½c. for part casks.

ANTIMONY—This keeps dull with prices unchanged at 11 to 11½c. for Cookson's.

PAINTS AND OILS.

There is considerable improvement in the oil market this week. The demand for castor oil and seal oil, at present, is brisk. A quantity of linseed oil is moving, though prices remain as firm as before. There is a heavy movement in turpentine, people having been waiting until they thought bottom prices had been reached. A reduction of 2c. has taken place in turpentine. Paris green is done for the season. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehig, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 67c.; two to four barrels, 66c., delivered to outside points. Toronto, Hamilton, London, Sarnia, Walkerville, Chatham, Dresden, Wallaceburg and Amherstburg, 2c. less. For less quantities than barrels, 5c. per gallon extra.

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

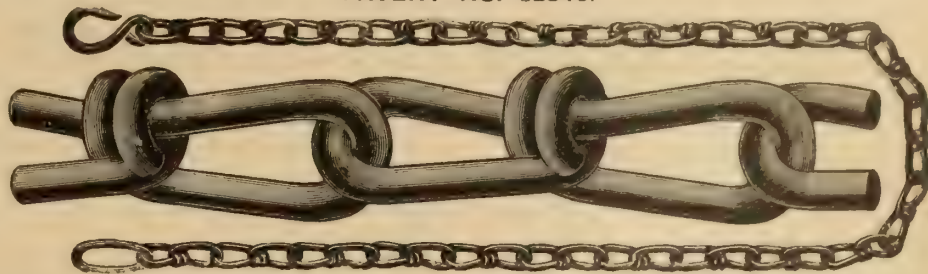
Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass**, also of a durable, highly-polished material called "**MARBLLETTE**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, enameled, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates on Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

BROWN'S PATENT STEEL WIRE CHAIN.

PATENT NO. 32840.



If you are interested in chains examine carefully the perfect mechanical construction of the Brown's. It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

THE B. GREENING WIRE CO., LIMITED

Hamilton and Montreal

will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

A number of import orders are only arriving now, on account of the situation in Belgium. The movement is not very heavy. We quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united inches, \$6, Toronto. Hamilton and London; terms 4 months or 3 per cent., 30 days.

PETROLEUM.

The market is picking up as the evenings grow shorter, and this week there is a good trade doing. We quote: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, 17¾c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

COAL.

The market is still somewhat quiet. We quote for August shipments, for anthracite on cars at Buffalo and bridges as follows: Nut, egg and stove, \$4.50 per gross ton, or \$4.01 per net ton; grate, \$4.25 per gross ton, or \$3.79 per net ton.

MARKET NOTES.

Scrap rubber is ½c. higher.

Heavy copper is 1c. higher.

A decline of 2c. has taken place in turpentine.

New light scrap copper has advanced ¼c. per lb.

Mr. T. Mortimer, Toronto, has been appointed Ontario agent for Weiner & Co.,

manufacturers of housefurnishing hardware and tool specialties, Newark, N.J.

The new factory of The Ontario Silver Co., at Niagara Falls, Ont., is now in running order.

NEW HARDWARE STORE IN PERTH.

Perth, Ont., is to have a new hardware firm. Its style will be Rogers & Nicoll, and it will have a brand new store as well as a brand new stock. The former is now in course of erection. It will be 29 feet wide by 120 feet deep, and will be up-to-date in every respect. Rogers & Nicoll expect to take possession about September 15.

Mr. George W. Rogers is well known to the hardware trade. During the last 16 years he has been in the employ of H. S. Howland, Sons & Co., about half that time being spent on the road as one of the firm's travelers.

Mr. N. B. Nicoll, the other member of the new firm, has been associated with James & Reid, hardware merchants, Perth, for several years, and like Mr. Rogers is well trained in the hardware trade.

Both members of the firm are Perth boys.

AGAIN AT HIS DESK.

Mr. T. G. Dexter, manager of H. S. Howland, Sons & Co., is again back at his desk after a two weeks' trip to Muskoka and the upper lakes. He had a pleasant trip. One thing that impressed him was the quantity of package freight from factories in the Eastern States that is transhipped at Depot Harbor for the Western States and the quantity of grain from the west that is transhipped for Montreal and the Eastern States.

HOW TO COLLECT OLD ACCOUNTS.*

By F. H. HENDRYX.

THE matter of collections is an art itself. One of my early employers used to say to we clerks, "Anyone can give goods away. Most anyone can sell goods on credit, but he is a smart one that sells and gets the money." This saying is particularly apt to the selling of goods on credit and getting pay for them afterwards. I know merchants who cannot collect a bill without making the customer sore on him.

IT REQUIRES TACT, patience and perseverance to collect accounts.

Just why customers, when they have been accommodated, will object to being asked to pay the account, has always been a stickler. They think nothing of asking the merchant to let them take his goods home without a payment of cash for them—in fact, they would consider it an insult if they were refused credit—and when the merchant asks for the pay they think—many do—that the merchant is heaping insult on insult. Just why this is so—why the "thusness of the whichness"—is too profound a subject to discuss here.

As I said, it requires tact. No two persons can be approached in the same manner. I never went to a person with a bill but I

STUDIED THE EFFECT

on them. To the person who is good pay, but inclined to be a little touchy, I merely leave the statement with the remark, "I'll leave that with you," and walk away. With some of them I leave the bill without remark. With the person who will not pay until asked for it, then always feels hurt, and yet wants it to appear that he is making payment of his own will, I deal differently. I approach timidly, hesitate, and finally muster courage to hand the bill to him. Usually I say nothing. I wait for money or dismissal, and usually take money with me.

Some people want to put everybody

UNDER OBLIGATIONS

to them. To such step up in a confidential manner, saying, "It will be a very great accommodation if you can give me the money on this to day. We have some bills to meet, and have put off asking you for this until it was absolutely necessary to have it." I always get that man's money.

Some men are slow and never pay until obliged to. To such I present a bill with all the confidence I can muster and put to the front. They invariably take the bill, look at me as though to wither me with their glance, and then usually make a payment.

If necessary, I say, "Oh, I can't take no for an answer. We need the money, or I wouldn't be asking for it, and I must have it." That usually brings it.

I have often found with the

TOUGHEST CUSTOMERS

such an exhibition of confidence would open the purse. I remember I rode my bicycle one day nine miles to collect \$6 from a lady. I went to the house, had to climb way up the side of the hill among the vineyards to get there. She "hadn't the money and couldn't pay it," she said. "Well, now I have ridden all this distance because we are pushed for money. This is long past due, but you have always been a good customer. Now, if it is not possible to pay all of it to-day, I would like to have you pay part of it, anyway, then try and pay the balance the first of the month." She gave me the only dollar she had in the house.

I remember

A NOTORIOUS HARD PAY

customer. I had presented the bill to her time after time. She was always ready with a promise. I had presented the bill for the twentieth time, I guess, and she would say, "I'll pay that on Saturday, this week, sure." Right before her I jotted her own words down on the bill. Saturday morning I dropped it in the post office. When she got her mail she came direct to the store, with fire in her eye. I said as little as possible, and she went out. In about an hour she returned, smiling and good natured, with the money, and settled.

I have been offered a \$5 bill in payment for a small purchase, and would say to the customer, "I just took a dollar extra out, and here's a receipt to apply on that old account."

One customer (a lady) I always threatened to sue, and usually did place in justice's hands before she would pay. Then she would walk into the store with his letter, with the remark, "I don't care about such things," and settle. As a rule, she would get some things charged before she left the store.

Some people do not like to have a bill presented to them, others do not like to have one mailed to them. Hardly two can be handled alike. Great tact and patience are necessary. I always make a note of the promises, and am always on deck again at the exact time. I never combat a person when making a collection, though it is often necessary to be firm.

I have often made arrangements for

SMALL WEEKLY PAYMENTS

(sometimes as low as 25c.), and then always go after it if it is not brought in. I always

expect, and so impress it on the customer's mind, an account to be paid when it is promised. Often, such an attitude will bring the money forth, without recourse to anything further, even after the customer has put in a plea to put off the payment. That attitude, with cheerfulness towards the customer, will work wonders, and will preserve the good-will and patronage of the customer.

I have found that a scheme that collects an account from a customer once will not often do it the second time. At one time, I had three printed letters, reading something as follows:

No. 1.

Smethport, Pa.

Mr.

Your account, amounting to \$..... is long past due. Kindly oblige with an early settlement.

Yours truly,

F. H. HENDRYX.

No. 2.

Smethport, Pa.

Mr.

Your account, with interest, now amounts to \$.... Unless settlement is made within 10 days from the date of this letter it will be placed with the National Collecting Agency for collection. Your immediate attention will save costs being added.

Yours truly,

F. H. HENDRYX.

No. 3.

Office of

The National Collection Agency.

Mr.

Your account of \$...., due....., at....., has been placed in our hands for collection. If attended to at once costs will be saved. If not, we will proceed to collect by law.

NATIONAL COLLECTION AGENCY.

No. 2 was usually sent out a month after No. 1, and No. 3 ten days later if the account was not paid. Often No. 1 is sufficient, but where it is not, usually No. 2 will bring the delinquent to time. If, however, No. 3 has to be sent, it will bring the required settlement unless the account is worthless. There's but little use of following it up further unless the parties are worth property, when, of course, it can be collected. This plan, however, was used only on the tougher class. It was apt to provoke customers; serious trouble from this score, however, may be avoided by tact in handling the customers as they settle.

Rubber stamps, with the words, "Please call," "This account is past due. A settlement is requested," "If not paid by..... this account will be placed for collection," have been found effective. They must be used with system, however, to make them effective. No. 1 should be first used, then No. 2 and No. 3.

A record of the date the stamp is used should be placed on the books, so it shall not be used again on the same party's account. Of course, the wording might be changed, or any number of others used. They should be a progressive series of wording, each one a little stronger in tone than the preceding one.

*An essay, winner of first prize donated by The Grocery World, Philadelphia.

THE
WATSON
FOSTER
COMPANY
LIMITED

WE DO NOT PROPOSE
TO REST UPON THE
HONOR OF A . . .
SUCCESSFUL PAST. . .



BUT HAVE RATHER
REDOUBLED OUR . . .
EFFORTS TO MAKE
THE SEASON OF 1900 1



NOT ONLY A . . .
COMMERCIAL BUT. . .
AN ARTISTIC SUCCESS
IN YOUR ESTIMATION



THE RESULT IS . . .
A LONG LINE OF . . .
EFFECTIVE STYLES IN
EXCLUSIVE DESIGNS



OUR TRAVELERS WILL
CALL IN JULY, AND
WE HOPE TO SECURE
YOUR ORDER ON THE
STRENGTH OF MERIT

HEATING AND PLUMBING

NEW BUILDINGS FOR MONTREAL.

ST. CATHERINE STREET, the retail street of which Montreal is so proud, is to have another fine business block, the plans of which have already been prepared by Howard Calton Stone. Hon. Geo. W. Stephens, the owner, expects the building will be completed before the end of the year. The new block, which has already been begun, will have a frontage on the south side of St. Catherine west, between Mountain and Drummond, of 120 feet, with a depth of 90 feet or more. There will be three storeys and a basement, and the distance from sidewalk to cornice will be 52 feet. New Brunswick sandstone will be the material employed. The proposed block will be divided into four stores, each having a width of 30 feet, and the whole will be known as the Empire Building.

Another fine new building is to be erected in Montreal for Mr. J. Auld, who will use it for manufacturing purposes. Mr. A. F. Dunlop has just completed the design. This new edifice will extend north from Vitre street, 150 feet, taking in the block bounded by Chenneville, St. George and Vitre, having a frontage on the last-named street of 96 feet. The block will be five storeys high, the first being built of Montreal limestone, while the upper part is to be constructed of brick. It is the idea of the architect to have the building completed by May 1.

SOME BUILDING NOTES.

A TWO-STOREY building for stores and offices is about to be built in Phoenix, B.C., by Graves & Williams. The contract price is about \$5,000.

A new Anglican church is being erected in Hull, Que.

Percy Black is building a residence at Amherst, N.S.

A new Presbyterian church is being built at Botany, Ont.

A new Presbyterian church is being erected in Westmount, Que.

Thos. S. Moore is building a large tenement in Amherst, N.S.

T. Gregg is building a residence in Edmonton, N.W.T., to cost about \$1,800.

C. Gruner is building two brick residences in Edmonton, N.W.T.; to cost \$1,000 each.

A new building for The Northern Star office, Parry Sound, Ont., is being erected.

Residences are being built in Amherst,

N.S., by Wm. Kenny, Chas. R. Smith, Douglass Trenholm, George McFarlane, and Roger Chapman.

Viau & Lachance, Hull, Que., have been awarded the contract for a new church at St. Cunegonde, Montreal.

New buildings for The Ottawa Furnace and Foundry Co., Ottawa, are to be built immediately. They are to be 220 ft. long and two storeys high; cost, about \$6,000.

A building for a furniture factory will shortly be built in Owen Sound, Ont. The main building will be three storeys high, and, in addition, a drying kiln and boiler house will be built.

PLUMBING AND HEATING NOTES.

Riopelle & Lafranc, plumbers, Montreal, have dissolved.

TRADE CHAT.

THE Grey and Bruce Portland Cement Co., have placed orders for their plant with the Krupp Co., of Germany, and Vulcan Iron Works Co., of Pennsylvania, U.S. The machinery is for delivery in about 10 weeks. The rotary system will be adopted.

Tenders are issued calling for the purchase of the C.P.R. Co.'s saw-mill at Coal Creek, B.C., by James Osburne, general superintendent, Winnipeg.

The new factory to be established at Napanee, Ont., will shortly be in operation. It will turn out mining machinery, and make and repair engines, boilers, etc.

The Ottawa Furnace and Foundry Co., who were burned out in the late fire, are rebuilding on a larger scale. About \$15,000 will be expended in fitting up the foundry, which, when in operation, will give employment to 60 men.

The Dominion Coal Co., C.B., are unable to supply the demands made upon them, on account of the difficulty in getting men to work in the mines at even higher prices than usual. The steel works at Sydney are taking all their former employees.

At the meeting of the executive committee of the Canadian Manufacturers' Association, August 8, the following firms were elected to membership: St. Croix Safe Co., Halifax; Stevens Manufacturing Co., London; Grip Printing and Publishing Co., The W. R. Brock Co., Limited, and Pease Furnace Co., Toronto.

FIGURING DISCOUNTS QUICKLY.

THE following table clipped from an exchange will be found useful to both buyer and seller. Whatever discounts are employed, and this is in nearly all cases where goods are bought through the traveling salesman or direct from the large jobber, much time is spent in figuring up the discount. This little table will save time and trouble:

	Per cent. off.
10 and 5 off equals	14 1/2
15 and 5 off equals	19 1/4
20 and 5 off equals	24
20 and 10 off equals	28
25 and 5 off equals	28 3/4
25 and 10 off equals	32 1/2
25, 10 and 5 off equals	35 3/8
30 and 5 off equals	32 1/2
30 and 10 off equals	37
30, 10 and 5 off equals	40 1-7
35 and 5 off equals	38 1/4
35 and 10 off equals	41 1/2
35, 10 and 5 off equals	44 2-5
40 and 5 off equals	43
40 and 10 off equals	46
40, 10 and 5 off equals	48 7-10
45 and 5 off equals	47 3/4
45 and 10 off equals	51 1/2
45, 10 and 5 off equals	53 39-40
50 and 5 off equals	52 1/2
50 and 10 off equals	55
50, 10 and 5 off equals	59 1/4
55 and 5 off equals	57 1/4
55 and 10 off equals	59 1/2
55, 10 and 5 off equals	61 1/2
60 and 5 off equals	62
60 and 10 off equals	64
60, 10 and 5 off equals	65 4-5
65 and 5 off equals	66 3/4
65 and 10 off equals	68 1/2
65, 10 and 5 off equals	71 13-40
70 and 5 off equals	71 1/2
70 and 10 off equals	73
70, 10 and 5 off equals	74 7-20

Example: Jones buys a bill of goods at 40, 10 and 5 per cent. from list price; list value, \$300.

40, 10 and 5 off equals 48 7-10

\$300 x .487 equals \$146.10

\$300-\$146.10 equals \$153.90

Jones, therefore, pays \$153.90 for the goods.

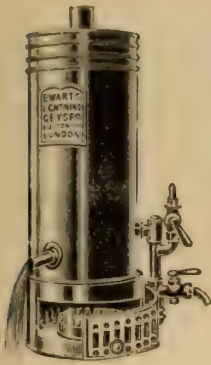
The following building permits have been issued during the past week in Toronto: Church of Jesus Christ of Latter Day Saints, one-storey brick church, 21 Camden street, \$2,500; Grand Trunk Railway, one-storey brick and stone passenger station, Queen street east, near De Grassi street, \$2,800; Separate School Board, two-storey brick and stone school, on Edwin avenue, near Royce street, \$8,000; A. Axworthy, pair of semi-detached dwellings, Lansdowne avenue, \$2,000.

PLUMBING Recommendation

A satisfied customer—the kind that will come again—is obtained by good work and good goods.

The J. M. T. Cushion-Disc Faucet is a good one. Made in the different varieties for bath, basin, sink and laundry. Has a double washer, prevents hammering, unique in design. An advertisement for the plumber who uses them. The trade supplied by

The Jas. Morrison Brass Mfg. Co.
TORONTO. Limited.



**HOT WATER
INSTANTLY,
NIGHT OR DAY.**

Boiling Water
in a Minute.

Hot Bath When Wanted

**EWART'S
"LIGHTNING"
GEYSER**

FOR GAS OR OIL.

346 EUSTON ROAD,
LONDON, ENGLAND.

Illustrated Price List Free.



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an
Advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

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NEWS**

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**The Roberts Advertising Agency,
WINNIPEG, CANADA.**



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

KNOX HENRY

Heavy Hardware and Metal Broker

Room 220 1/2 Board of Trade, MONTREAL.

SPECIALTIES — C Brand Horse Nails
Horse Nail Co.

BOLTS — Tire and Stove Rivets of all kinds
craft Screw Co.

BRASS GOODS — Gunn Castor Co., Limited, Bir-
mingham, Eng.

Berlin Felt Boot Co.

BERLIN, ONT.

Manufacturers of . . .

Guaranteed
BEST and
CHEAPEST
in the
market.

HAIR FELT

Made in
1/2 INCH
3/4 "
1 "

For Water and Steam Pipe Covering.

We keep a Large Stock to make Prompt Shipments.

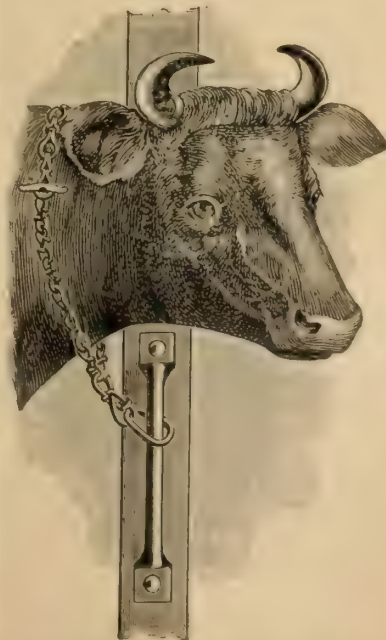
AS GOOD AS THE
BEST, AND BETTER
THAN MOST.

The Bailey



Cutlery Co.

BRANTFORD, CAN.



Dominion Pattern

Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short, with prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

The stall fixture is made from a tough quality of steel and is very strong. Also, owing to its circular cross-section, it is exceedingly rigid. Its simplicity, convenience, cheapness, and ease of attaching make it very popular with cow tie users.

This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States" is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth face—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

For sale by all Jobbers; manufactured by

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

OXFORD FLORENCE STOVE.

THE stove shown in the illustration is a production of The Gurney Foundry Co., Limited, Toronto. It is called the Oxford hot blast, air-tight "Florence," made to burn hard or soft coal, slack, lignite or coke. The special features claimed for this stove are many. Among them may be mentioned the unusually large base, cast in one piece, which permits the use of a larger ashpan than in other stoves; the base is hot, and warms the floor better than a base-burner; by means of the hot blast attachment the cold air is taken in at the rear of the fire-pot and the hot air is discharged in a circle at the top of the fire-pot, thus con-



suming all the gases. The stove, as can be seen, is artistically finished with carvings and nickel. In the circular which the manufacturers are sending out, prices, directions and a full description of this stove are given.

PHOTOGRAPHING WINDOW DISPLAYS.

In taking a photo of a window display, the best results can be obtained by getting it done early in the morning or when it is lit up at night. A good time to get a picture is about 6 o'clock in the morning on a clear day. The light at that time is good and strong and a good picture will usually be the result. Re-

member that the interior of your window must be light. If your window is darker than the street the glass acts as a mirror, reflecting everything on the opposite side of the street. If the sun shines on your window and the opposite side of the street is dark, there will be no reflection in your picture. If there is a street or an open space before your window, it will be almost impossible to get a picture of it during the day.

The best results, in nearly every case, are obtained at night by electric light. See that the lights, while flooding the window with light, are themselves hidden from the street by reflectors. If you have a good lens, from 20 to 30 seconds is sufficient exposure. A lens less rapid will require longer exposure. The size of diaphragm also counts. The smaller the diaphragm, the more time is required, but the smaller diaphragm also gives sharpness and detail to the picture and then passers-by can walk between the camera and window, without injuring the plate, provided they don't stop short. The time required is also influenced by the rapidity of the plate. The three things to be considered are: Lens, plate and diaphragm. By keeping these important items of information in mind, any photographer can get a good picture of a window display.

CROPS IN NEW BRUNSWICK.

A despatch from Hartland, Carleton county, N.B., says: "The farmers have commenced haying. It is rumored that the Jacksonville farmers are paying extraordinary wages to the hay-makers, much to the chagrin of the farmers on the east side of the river, and are offering to cover loss of time caused by dark or rainy weather. The crops promise good. Hay is reported to be an average. Oats and wheat are late, owing to the wet weather. Potatoes will be an average if the weather continues favorable. Apples, especially the New Brunswickers, will be more than an average. Shipments of this fruit during the past years have been mostly to Madawaska county, where they seem to be in great demand.

"The blueberry season is at hand, but report has it that shipments will be lighter than a year ago, as most of the produce will be required for local consumption."

New York capitalists are trying to buy eight square miles of coal area near Sydney, N.S., but so far have been unsuccessful.

THE
CANADA PAINT CO'S

AMBERITE
VARNISHES

are superior to all others.

Every original package is closed with a brass seal. The word "**AMBERITE**" is registered and the label is copyrighted. For prices see catalogue, pages 40, 41 and 42.

Amberite Finest Wearing Body.. Varnish
Amberite Finest One-Coat Body.. Varnish
Amberite Finest Elastic Gearing.. Varnish
Amberite Fine Medium Gearing.. Varnish
Amberite Medium Finishing... Varnish
Amberite Finest Pale Hard

Rubbing Varnish
Amberite Fine Medium Rubbing Varnish
Amberite Best Black Rubbing .. Varnish
Amberite Best Elastic Carriage.. Varnish
Amberite Fine Medium Carriage.. Varnish
Amberite Pale Coach Gold Size... Japan
Amberite Coach Brown..... Japan
Amberite Coach Black Japan
Amberite Interior Varnish
Amberite Exterior..... Varnish
Amberite Pale Church Oak..... Varnish
Amberite Oil Finish
Amberite Hard-wood Floor Finish
Amberite Piano Varnish
Amberite Organ..... Varnish

Sold Proprietors and Makers:

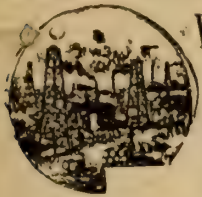
THE
CANADA PAINT CO.,Y,
LIMITED.

MONTREAL and TORONTO.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.



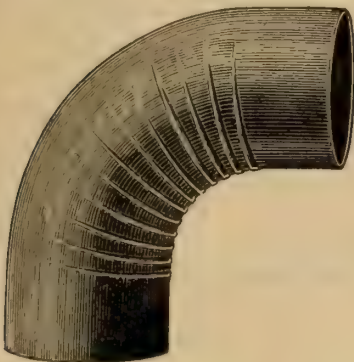
VanTuyt & Fairbank
Petrolia, Ont.

Headquarters for . .
Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers.
Montreal
Price Lists on application

COOPER PATENT ELBOWS

Bright and Common.



E. T. WRIGHT & CO.

Sole Manufacturers
HAMILTON, ONT.



"JARDINE"

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

**B. B. Wrought Ornamental
Pipe Straps.**

(PATENTED)

MADE ALSO IN MALLEABLE IRON.

These are a distinct advance over the old plain straps, being much stronger and neater.

Write for Catalogue and Prices.

BERGER BROS. CO.

Tinners' and Roofers' Supplies,

PHILADELPHIA.

Office and Store,
231 and 237 Arch Street.

**MANUFACTURERS**

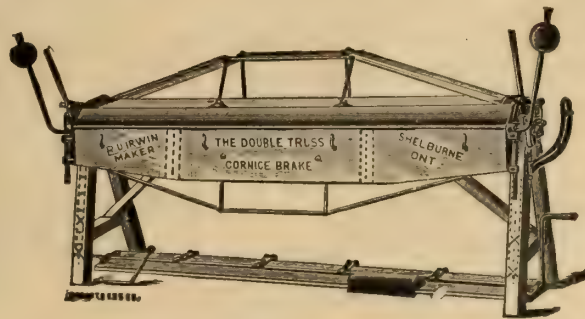
Babbitt Metals . . .
Tinners' and Plumbers' Solder
Ingot Brass, etc.

IMPORTERS AND DEALERS

Pig Tin, Pig Lead
Ingot Copper . .
Antimony, etc.

SYRACUSE SMELTING WORKS.

Factories: MONTREAL,
and SYRACUSE, N.Y.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

STEVENS RIFLES

THE FAVORITE

is made in three calibres

22, 25 and 32 Rim Fire

and is the best low-priced rifle made. Highest quality of work
Accuracy guaranteed. Weight, 4½ lbs.

No. 17, Plain Sights—List \$ 8.00
No. 18, Target Sights— " 11.50
No. 19, Lyman Sights— " 12.00

Send for our complete catalogue.

J. STEVENS ARMS & TOOL CO.

For Sale by All Leading Canadian Jobbers
At Trade Discounts.

P.O. Box 215, CHICOPEE FALLS,
MASS., U.S.A.

HUTCHISON, SHURLY & DERRETT

**DOVERCOURT
TWIN MILLS.**

**1078 BLOOR STREET WEST
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

THE IVER JOHNSON GETS IT.

Under the new rules, there is, during each season, only one championship race at each distance, $\frac{1}{4}$, $\frac{1}{3}$, $\frac{1}{2}$, 1-mile, 2-miles and 5-miles, and the winner is considered champion at that distance.

The $\frac{1}{2}$ -mile championship race was run at Buffalo, N.Y., on July 26, and Major Taylor, the 1-mile champion of the world, brought his Iver Johnson wheel over the tape first, and becomes, therefore, the $\frac{1}{2}$ -mile champion.

The colored boy is riding in grand form and looks forward to securing the championships at the other distances.

A NEW MANAGER.

Mr. R. D. Munro, who for the past 11 years has been practical assistant to his father, R. Munro, the managing-director of The Canada Paint Co., Limited, has taken the position of manager of The British-American Paint Co., Victoria, B.C. He succeeds W. T. Andrews, who is now no longer connected with the company.

1000-Mile Axle Grease

IS THE BEST

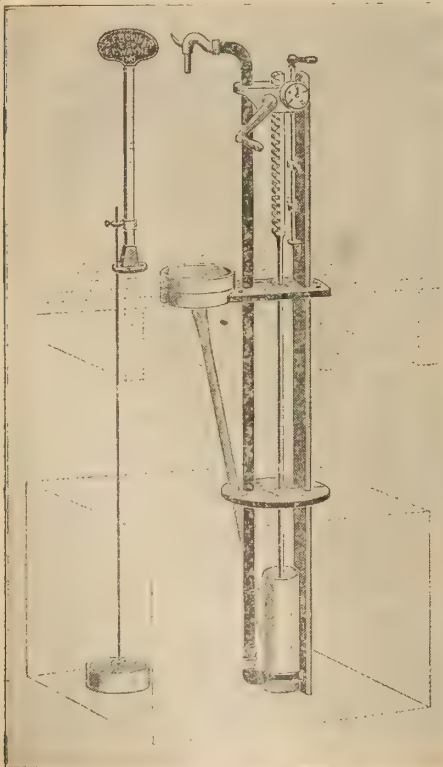
Put up in 1-lb. boxes and
3, 5 and 10-lb. pails.

SEND FOR PRICE LIST.

The Campbell Mfg. Co.

FORT ERIE, ONTARIO.

THE VITAL PART



of an oil tank is
the valves in the
pump.

BOWSER

3 Measure
Self-
Measuring

OIL TANKS

are equipped
with

Steel Ball Cage Valves

The only valves ever invented that hold kerosene oil indefinitely. The balls in these valves are guaranteed to us not to vary one-tenthousandth part of an inch from a perfect sphere. No flat valves in ours. They won't hold. Our valves will hold oil "till the cows come home." Do you want an oil tank that you can rely upon to measure accurately all the time? The BOWSER tank will do it.

BOWSER OIL TANKS

pump and measure accurate Imperial Gallons, Half-Gallons and Quarts at every stroke. Catalogue free.

S. F. BOWSER & CO.,

P. O. Box 564, TORONTO.
Factory: FORT WYNE, IND.

EXTENDED INSURANCE.

One of the many liberal features embodied in the
UNCONDITIONAL ACCUMULATIVE POLICY
issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address, "Machinery, Newport, Mon."

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.

or to MONTREAL, QUE.

Canada Iron Furnace Co.

MIDLAND, ONT.

Limited



We Manufacture

AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

James Warnock & Co., - Galt, Ont.

CURRENT MARKET QUOTATIONS

August 10, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 36	0 37
traits	0 36	0 37

Tinplates.

Charcoal Plates—Bright		
M.L.S., equal to Bradley.		Per box
I.C., usual sizes		\$7 00
I.X., "		8 50
I.X.X., "		10 00

Famous—		
I.C., "	7 50	
I.X., "	8 51	
I.X.X., "	9 50	

Haven & Vulture Grades—		
I.C., usual sizes	5 25	
I.X., "	6 25	
I.X.X., "	7 25	
I.X.X.X., "	8 25	
D.C., 12"x17	4 75	
D.X., "	5 50	
D.X.X., "	7 50	

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	4 60	
I.C., special sizes, base.	4 85	
20x28	9 50	

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	9 50	
I.X., Terne Tin	11 50	

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs		Per lb.
" 14x60, "	0 07	0 07½
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge	0 08	0 08½
" 26 "	0 08½	0 09
" 28 "	0 09	0 09½

Iron and Steel.

Common Bar, per 100 lbs	2 00	2 10
Refined "		2 35
Horse Shoe Iron		2 50

Hoop steel, 1½ to 3 in. base,		
extras for smaller sizes	3 25	
Sleigh Shoe Steel " base	2 35	
Tire Steel	2 35	
Machinery	2 60	
" Steel, per lb.	0 00	0 00
" Calk Steel	2 80	
Tank Plates, 1½ and thicker.	3 00	3 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	0 13	0 14
2 "	0 15	0 16
2½ "	0 18	0 19
3 "	0 19	0 20

Steel Boiler Plate.

¾ inch	3 25	
¾ inch	3 40	
¾ inch	3 25	

Black Sheets.

18 gauge	3 20	
20 "	3 20	
22 to 24 "	3 30	
26 "	3 40	
28 "	3 60	

Canada Plates.

All dull, 52 sheets	3 35	
Half polished	3 50	
All bright	4 00	

Iron Pipe.

Discounts are as follows—Black pipe, ¼ to 2 in., 40 per cent. ½ in., 60 per cent. ¾ to 2 in., 66½ per cent. larger sizes, 50 and 5 per cent. Galvanized pipe, ½ in., 40 per cent. ¾ to 2 in., 50 per cent.		
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--	--

Galvanized Sheets.

G. C. Comet. Amer. Head.		
16 gauge	4 40	4 25
18 to 24 gauge	4 50	4 40
26 "	4 75	4 45
28 "	5 00	4 60
5 00	4 70	4 60

Less than case lots, 15c. per 100 lb. additional 28 gauge American equals 26 gauge English.

Chain.

Proc. Coil, 3-16 in., per 100 lb		
" 5-16 "	8 50	
" ¾ "	4 85	5 35
" 1 "	4 80	5 30
" 1½ "	4 50	4 85
" 2 "	4 65	
" 2½ "	4 20	
" 3 "	4 15	
" 3½ "	3 70	4 10

Halter, kennel and post chains, 40 and 50 p.c.

Cow ties, 40 p.c.

Stall fixtures, 35 p.c.

Trace chain, 30 and 10 p.c.

Jack chain, iron, single and double, discount 35 p.c.

Jack chain, brass, single and double, discount 40 p.c.

Copper.

English B. S., ton lots	0 19½	0 20½
Lake Superior		

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	0 23½	0 25
" round and square		
1 to 2 inches.	0 23½	0 25

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23	0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 23	0 23½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Tinned copper sheets 0 26 | || Planished | 0 32 | |

Braziers (In sheets.)

4½ ft. 25 to 30 lbs. ea., per lb.	0 25½	
" 35 to 45 "	0 24½	
" 50-lb. and above, "	0 23½	

Boiler and T. K. Pitts.

Pain Tinned, per lb	0 28	
Spun, per lb.	0 32	

Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.		
Sheets, hard-rolled, 2x4	0 24	0 25
Tubing, base, per lb.	0 24	0 25

Zinc Spelter

Foreign, per lb	0 07	0 07½
Domestic		

Zinc Sheet.

5 cwt. casks	0 07	
Part casks	0 07½	

Lead.

Imported Pig, per lb	0 05	0 05½
Bar, 1 lb.	0 06½	
Sheet, 2½ lbs. sq. ft., by roll.	0 05½	
Sheet, 3 to 6 lbs.	0 05½	

NOTE.—Cut sheets ¼ cent per lb. extra

Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8 ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 1.0 lb.; chilled, \$7.00 per 100 lb.; buck, seal and bal, \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder.

Bar half-and-half	Per lb.	Per lb.
Refined	0 21½	0 21½
Wiping	0 20½	0 21

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 11	0 11½
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White Lead.

Pure, Assoc. guarantee, ground in oil		Per cwt.
25 lb. irons	6 87½	
No. 1 do	6 50	
No. 2 do	6 12½	
No. 3 do	5 75	
No. 4 do	5 37½	
Munro's Select Flake White	7 12½	
Elephant and Decorators' Pure	6 87½	

Red Lead.

Genuine, 560 lb. casks, per cwt.	\$5 50	
Genuine, 100 lb. kegs, per cwt.	5 75	
No. 1, 560 lb. casks, per cwt.	5 25	
No. 1, 100 lb. kegs, per cwt.	5 00	

White Zinc Paint.

Elephant Snow White	0 08	0 09
Pure White Zinc	0 08	0 09
No. 1	0 06	0 07½
No. 2	0 05	0 06½

Dry White Lead.

Pure, casks	5 75	
Pure, kegs	6 25	
No. 1, casks	5 50	
No. 1, kegs	6 00	

Prepared Paints.

In ¼, ½ and 1 gallon tins.		
Pure, per gallon	1 20	
Second qualities, per gallon	1 00	
Barn (in bbls.)	0 75	

The Sherwin-Williams Paints

Canada Paint Co's Pure

Sanderson Percy's Pure

Stewart & Wood's Champion Pure

Colors in Oil.

25 lb. tins, Standard Quality.		
Venetian Red, per lb	0 05	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J.C.) bbls	1 35	1 40
Yellow Ochre (J.F.L.S.) bbls	2 75	
Yellow Ochre (Royal)	1 10	1 15
Brussels Ochre	2 00	
English Ochre (heat) per cwt.	1 80	1 90
English Ochres, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	2 00
Canadian Oxides, per cwt.	1 75	2 00
Super Magnetic Oxides, 93 p.c.	2 00	
Burnt Sienna, pure, per lb.	0 10	
Umber,	0 10	
do Raw	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
Golden Ochre	0 07½	
Ultramarine Blue in 28-lb.		
boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	1 00	
Genuine Eng. Litharge, per lb	0 07	

Mortar Color, per 100 lb.	1 25	
English Vermilion	0 80	
Pure Indian Red, No. 45, lb.	0 80	
Whiting, per 100 lb.	0 55	

Blue Stone.

Casks, for spraying, per lb.	0 07	
100-lb. lots, do. per lb.	0 08	

Putty

Bladders in bbls.	2 10	
Bladders in 100 or 200 lb. kegs or bxs	2 25	
Bulk in bbls., per 100	1 95	
Bulk in less quantities	2 10	
25-lb. tins, 4 in case	2 35	
12½-lb. tins, 8 in case	2 60	

Varnishes.

(In 5-gal. lots.)		Per gal.
Carriage, No. 1	2 90	3 30
" body	8 00	9 60
" rubbing	4 00	5 00
Gold Size, Japan	3 00	3 40
Brown Japan	2 40	2 80
Elastic Oak	2 90	3 30
Furniture, extra	2 40	2 80
" No. 1	1 60	2 00
Hard Oil Finish	2 70	3 10
Light Oil Finish	3 20	3 60
Demar.	3 30	3 70
Shellac, white	4 40	4 80
" orange	4 00	4 40
Furniture Brown Japan	1 60	2 00
Black Japan	2 40	2 80
" No. 1	1 60	2 00

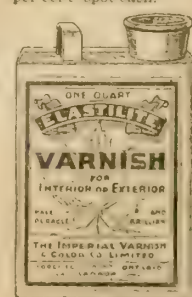
Discount—general trade discount, 50 per cent and four months time; special cash discount of 3 per cent in thirty days, or 3½ per cent spot cash.

The Imperia Varnish & Color Co's, Limited

Elastilite Varnish, 1 gal. can, each. \$2.00.

Granatine Floor Finish, per gal. \$2.00.

Maple Leaf Coach Enamels: Size 1, 60c.; Size 2, 35c.; Size 3, 20c. each.



Linseed Oil. Raw. Boiled.

1 to 4 bbls delivered	\$0 86	\$0 89
5 to 9 bbls	85	88

Montreal, Toronto, Hamilton, Quebec, London, Ottawa, Kingston and Guelph, 2c. less.

Turpentine.

Single barrel, freight allowed	0 60	
2 to 4 barrels	0 68	
Toronto, Hamilton, London, Guelph, 2c. less.		

Castor Oil.

East India, in cases, per lb.	0 10	0 10½
" small lots	0 10½	0 11

Cod Oil, Etc.

Cod Oil, per gal.	0 50	0 55
Pure Olive		1 00
" Neatsfoot		

Glue.

Common	0 08	
French Medial	0 14	0 14½
Cabinet, sheet	0 12	0 13
White, extra	0 18	0 20
Gelatin	0 18	0 20
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 18	

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., I to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom-30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B. B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.
Brass-shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/2-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 1 40
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Per lb. 10 0 12 1/2
Anvil and Vise combined, 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, " 13 00 15 00

Bath Tubs.

Zinc, 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled, 30 00
5 1/2-inch rolled rim, 1st quality, 22 00
" 2nd, " 22 00

Anti-Friction Metal.

"Tandem" A, per lb. 0 27
" B, " 0 21
" C, " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 66 1/2 per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 27 1/2 per cent.

Farm.
American, each, 1 25 3 00
House, " 0 35 0 40

American, per lb. 0 35 0 40

Hand, per doz. 3 35 4 75
Moulders, per doz. 7 50 10 00
Blacksmiths, discount 40 per cent.

Belting.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Clark's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.
Clark's, per doz. 0 65 0 90
Diamond, Shell, per doz. 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.
All sizes, per lb. 0 07 1/2 0 12

Bolts and Nuts. Per cent.
Norway Bolts, full square, 65
Common Carriage Bolts, full square, 65
" 5-15 and under 69
" 1/2 and larger 55

Machine Bolts, all sizes, 60
Coach Screws, 70
Sleigh Shoe Bolts, 70
Blank Bolts, 60
Bolt Ends, 65
Nuts, square, 4c. off
Nuts, hexagon, 4 1/2c. off

Tire Bolts, 60
Stove Bolts, 60 and 10
Stove rods, per lb. 5 1/2 to 6c.
Plough Bolts, 55

Boot Calks.
Small and medium, ball, per M. 4 25
Small heel, per M. 4 50

Bright Wire Goods.
Discount, 55 per cent.

Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City, " 7 50 0 00

German, per doz. 6 00 11 00
American, per doz. 12 00 20 00

Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 45 10

Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.
Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis. 60 per cent.
Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers.
American, per doz. 1 00 1 50
Bullard's, per doz. 6 50

Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross, 50 9 50

Cement.
Canadian Portland, 2 80 3 00
English, " 3 00 3 00
Belgian, " 2 75 3 00
Canadian hydraulic, 1 00 1 10

Chalk.
Carpenters, Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, " 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.

Churns.
Revolving Churns, metal frames—No. 0, \$8—No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—No. 4, \$12.00—No. 5, \$16.00 each. Ditto, wood frames—20c. each less than above.
Discounts: Delivered from factories, 18 p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.
Axle dis. 65 per cent.

Closets.
Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.
American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.
Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair, 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern, " 20

Door Springs.
Torrey's Rod, per doz. (15 p. c.) 2 00
Coil, per doz. 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.
Hand and Breast.
Miller's Falls, per doz. net list.

DRILL BITS.
Morse, dis. 37 1/2 to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz. 1 80
No. 2, per doz. 1 60
Bright, 20c. per doz. extra.

ESCUTCHEONS.
Discount, 27 1/2 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.
Hay, manure, etc., dis. 50 and 10 per cent. revised list.

FRUIT PRESSES.
Henis', per doz. 3 25 3 50
Shepard's Queen City, dis. 15 per cent.

GLASS—Window—Box Price.
Size United Per Per D. Diamond
Inches 50 ft. 100 ft 50 ft. 100 ft

Under 26, 2 10 4 00 6 01
26 to 40, 2 30 4 35 6 65
41 to 50, 4 75 7 75
51 to 60, 5 03 8 50
61 to 70, 5 35 9 25
71 to 80, 5 75 10 50
81 to 85, 6 50 11 75
86 to 90, 7 25 14 10
91 to 95, 15 50
96 to 100, 18 00
101 to 105, 21 00
106 to 110, 24 00
111 to 115, 28 00

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/4 per gross, 9 00
" 1/2 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., " 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20
Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.
Hoe.
American, per doz., 1 00 1 25

Saw.

American, per gross, 3 15 3 75
Canadian, 40 per cent.

Hammer and Hatchet.

Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair, 0 13 1/2

HANGERS.

doz. pairs
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

Discount, 50 and 10 per cent.

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., " 0 06 1/2
" 6-in., " 0 06
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 5 50
Per gro. pair, 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47 1/2 per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 p. c. dis. } Oval head.
"M" brand 50 p. c. }

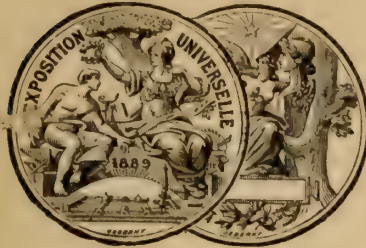
Acadian, countersunk head and oval top, 50 and 10 per cent.

MALEHAM & YEOMANS,

Highest Award.

Manufacturers of

Table Cutlery, Razors,
Scissors, Butcher Knives
and Steels, Palette and
Putty Knives.




Exposition Universelle, Paris, 1889.

SPECIALTY: Cases of Carvers and
Cabinets of Cutlery.

SHEFFIELD,
ENGLAND.



F. H. SCOTT, 360 Temple Building, MONTREAL.

HORSESHOES.		NAIL SETS		RASPS AND HORSE RASPS.		SCYTHE SNATHS.	
F.O.B. Montreal.		Square, round, and octagon,		New Nicholson horse rasp, discount 60 p.c.		Canadian, dis. 45 p.c.	
No. 2 No. 1.		per gross		Globe File Co.'s rasps, 60 and 10 to 70 p.c.		SHEARS	
and larger and smaller		Diamond		Heller's Horse rasps, 50 to 50 and 5 p.c.		Bailey Cutlery Co., full nicked, dis. 60 p.c.	
Light, medium, and heavy.		NETTING.		RAZORS.		Seymour's, dis. 50 and 10 p.c.	
Snow shoes.		Poultry, 40 and 5 per cent. for McMullen's.		Geo. Butler & Co.'s, per doz.		Heinrich, dis. 50 and 10 p.c.	
Steel Shoes.		OAKUM.		Boker's		Seymour or Heinrich tailor shears, 15 p.c.	
Light, 3 85 4 10		Navy		Wade & Butcher's		SHOVELS AND SPADES.	
Featherweight (all sizes), 5 10 5 10		U. S. Navy		Theile & Quack's		Canadian, dis. 40 and 5 per cent.	
F.O.B. Toronto, Hamilton, London and		Canada refined (Toronto)		Discount, 50 and 10 per cent.		SINKS.	
Gulph, 10c. per keg additional.		Sarnia Water White		REGISTERES.		Steel and galvanized, discount 45 per cent.	
Toe weight steel shoes.		Pratt's Astral		RIVETS AND BURS.		SNAPS.	
JAPANNED WARE.		Brass, Prime White		Carriage, Section, Wagon Box Rivets, etc.,		Harness, German, dis. 25 p.c.	
Discount, 45 and 5 per cent. off list, June 1899.		American w. w.		50 p.c.		Lock, Andrews	
ICE PICKS.		OILERS.		Black M. Rivets, 50 p.c.		SOLDERING IRONS.	
Star er doz.		McClary's Model galvan. oil		Black and Tinned Rivets, 50 p.c.		1, 1 1/2 lb., per lb.	
KETTLES.		can, with pump, 5 gal.,		Extras on Iron Rivets in 1-lb. cartons, 1/2 c		lb. or over, per lb.	
Brass spun, 7 1/2 p.c. dis. off new list.		per doz.		per lb.		SQUARES.	
Copper, per lb.		Zinc and tin, dis. 50, 50 and 10.		Copper Rivets & Burrs, 35 p.c. dis., and		Iron, No. 493, per doz	
American, 60 and 10 to 65 and 5 p.c.		Copper, per doz.		cartons, 1c. per lb. extra, net.		" Mo. 494, " "	
KEYS.		Brass,		Extras on Tinned or Coppered Rivets in		Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list	
Lock, Can., dis. 27 1/2 p.c.		Malleable, dis. 25 per cent.		1/2-lb. cartons, 1c. per lb.		Try and bevel, dis. 50 to 52 1/2 p.c.	
Cabinet, trunk, and padlock,		GALVANIZED PAIRS.		Burrs, iron or steel, 45 per cent.		STAMPED WARE.	
Am. per gross		Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.		Terms, 4 mos. or 3 per cent. cash 30 days.		Plain, dis. 75 and 12 1/2 p.c. off revised list.	
KNOBS.		Flaring pairs, discount 45 per cent.		RIVET SETS.		Retinned, dis. 75 p.c. off revised list.	
Door, japanned and N.P., per		PIECED WARE.		Canadian, dis. 35 37 1/2 per cent.		STAPLES.	
doz.		Discount 40 per cent. off list, June, 1899.		ROPE, ETC.		Galvanized	
Bronze, Berlin, per doz.		PICKS.		7-16 in. and larger, per lb.		Plain	
Bronze Genuine, per doz.		Pir doz.		3/8 in.		Coopers', discount 45 per cent.	
Shutter, porcelain, F. & L.		PICTURE NAILS.		1/2 and 5/16 in.		Poultry netting staples, 40 per cent.	
screw, per gross.		Porcelain head, per gross.		Cotton base, 1/4-inch		STOCKS AND DIES.	
White door knobs—per doz.		Brass head,		larger		American dis. 25 p.c.	
HAY KNIVES.		PLANES.		Russia Deep Sea		STONE.	
Discount, 50 and 10 per cent.		Wood, bench, Canadian dis. 50 per cent.		Jute		Washita	
LAMP WICKS.		American dis. 50.		Lath Yarn		Hindustan	
LANTERNS.		Wood, fancy Canadian or American, 37 1/2		New Zealand Rope		slip,	
Cold Blast, per doz.		to 40 per cent.		RULES.		Labrador	
No. 3 "Wright's"		Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.		Boxwood, dis. 75 and 10 p.c.		" Axe	
Ordinary, with O burner		Miscellaneous, dis. 25 to 37 1/2 per cent.		Ivory, dis. 37 1/2 to 40 p.c.		Turkey	
Dashboard, cold blast		Bailey's Victor, 25 per cent.		SAD IRONS.		Arkansas	
No. 0		PLANE IRONS.		Mrs. Potts, No. 55, polished		Water-of-Ayr	
Japanning, 50c. per doz. extra.		English, per doz.		No. 50, nickle-plated		Seythe,	
LEMON SQUEEZERS.		Button's Genuine per doz pairs, dis. 37 1/2		Usual rebate on 12 and 50 case lots.		Grind,	
Porcelain lined,		40 p.c.		SAND AND EMERY PAPER.		STOVE PIPES.	
Galvanized		Button's Imitation, per doz.		Dominion Flint Paper, 47 1/2 per cent.		Nestable in crates of 25 lengths.	
King, wood		German, per doz.		B & A. sand, 40 and 2 1/2 per cent.		6 inch Per 100 lengths	
King, glass		PLUMBERS' BRASS GOODS.		Emery, 40 per cent.		7 inch	
All glass		Impression work, discount, 60 per cent.		SAP SPOUTS.		Stove Polish.	
LINES.		Fuller's work, discount 65 per cent.		Bronzed iron with hooks, per doz.			
Fish, per gross		Rough stops and stop and waste cocks, dis-		S. & D., 40 per cent.		No. 4-3 dozen in case, net cash	
Chalk		count, 60 per cent.		Croscent, Disston's, per ft.		No. 6-3 dozen in case,	
LOCKS.		Jenkins' disk globe and angle valves, dis-		S. & D., dis. 35 p.c. on Nos. 2 and 3.		TACKS BRADS, ETC.	
Canadian, dis. 33 1/2 p.c.		count, 55 per cent.		Hack, complete, each.		Strawberry box tacks, bulk	
Russell & Erwin, per doz.		Jenkins' radiator valves, discount 55 per cent.		" frame only.		Cheese-box tacks, blued	
Cabinet.		Standard valves, discount, 60 per cent.		SASH WEIGHTS.		Trunk tacks, black and tinned	
Eagle, dis. 30 p.c.		Jenkins' standard, dis., 60 p.c.		Sectional, per 100 lbs.		Carpet tacks, blued	
English and Am., per doz.		Quick opening valves, discount, 60 p.c.		Solid,		" tinned	
Scandinavian,		No. 1 compression bath cock		SASH CORD.		(in kegs)	
Eagle, dis. 15 to 17 1/2 p.c.		No. 4		" Lincoln," per doz.		Swedes, cut tacks, blued and tinned—	
MACHINE SCREWS.		No. 7, Fuller's		SAW SETS.		In bulk	
Iron and Brass.		No. 4 1/2		Gurney Scales, 45 p.c.		In dozens	
Flat head, discount 25 p.c.		PRESSED SPIKES.		B. S. & M. Scales, 45 p.c.		Swedes, upholsterers', bulk	
Round head, discount 20 p.c.		Discount, 25 per cent.		Champion, 65 per cent.		" brush, blued & tinned, bulk	
MALLETS.		PULLEYS.		Fairbanks Standard, 35 p.c.		" gimp, blued tinned and	
Tinmiths', per doz.		Hothouse, per doz.		Dominion, 55 p.c.		Japanned	
Carpenters', hickory, per doz.		Axle		Richelieu, 55 p.c.		Zinc tacks	
Lignum Vitae, per doz.		Screw		Chatillon Spring Balances, 10 p.c.		Leather carpet tacks	
Caulking, each.		Awning		Sargent's, per doz.		Copper tacks	
MATTOCKS.		PUMPS.		SCREWS.		Copper nails	
Canadian, per doz.		Canadian cistern		Wood, F. H., iron, and steel, 80 p.c.			
American, dis. 25 to 30 p.c.		Canadian pitcher spout		Wood R. H., dis. 75 p.c.			
German, 15 per cent.		PUNCHES.		F. H., brass, dis. 75 p.c.			
MICK CAN TRIMMINGS		Saddlers', per doz.		Wood R. H., dis. 67 1/2 p.c.			
Discount, 25 per cent.		Conductors',		F. H., bronze, dis. 67 1/2 p.c.			
NAILS.		Tinners' solid, per set.		" R. H.			
Quotations are:		" hollow, per inch.		Drive Screws, 80 per cent.			
2d. and 3d.		RANGE BOILERS		Bench wood, per doz.			
3d.		Galvanized, 30 gallons		" iron,			
4 and 5d.		" 35 "		SCYTHES.			
6 and 7d.		" 40 "		Discount, per doz, net.			
8 and 9d.		Copper,					
10 and 12d.		" 30 "					
16 and 20d.		" 40 "					
30, 40, 50 and 60d. (base).		Discount off Copper Boilers 10 per cent.					
Steel Cut Nail 10c. extra.		RAKES.					
Miscellaneous wire nail, dis. 70 per cent.		Cast steel and malleable Canadian list dis.					
Coopers' nails, dis. 30 per cent.		50 and 10 p.c. revised list.					
Flour barrel nails, dis. 25 per cent.		Wood, 25 per cent.					
NAIL PULLERS.							
German and American.							

STANDARD CHAIN CO.,

MANUFACTURERS
OF

CHAIN

PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

—Canadian Representatives—

A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued and tinned	65 and 5
Chair nails	35
Cigar box nails	40
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	5
Zinc glazier's points	15
Double pointed tacks, papers	90 and 10
" " bulk	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.

Payson's per doz..... 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Diaston's discount 10 per cent. 4 75 6 00
German, per doz.....
S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb.....	0 21
Wrapping, mottled, per pack.	0 50 0 60
Wrapping, cotton, per lb	0 17 0 18
Mattress, per lb.....	0 33 0 45
Staging, "	0 27 0 35
Broom, "	0 30 0 55

VICES.

Hand, per doz.....	4 00 6 00
Bench, parallel, each	2 00 4 50
Coach, each.....	6 00 7 00
Peter Wright's, per lb.....	0 12 0 13
Pipe, each.....	5 50 9 00
Saw, per doz	6 50 13 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White,
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the
list.
Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.
Smooth Steel Wire, base, \$3.00 per 100
lb. List of extras: Nos. 2 to 5, d

vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, 32c.—
oiling, 10c.—special hay-baling wire, 30c.—
spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 15 per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95
No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15
No. 12, \$3.35—No. 13, \$3.45—No. 14,
\$4.50—No. 15, \$5.00—No. 16, \$5.25.

Clothes Line Wire, 19 gauge,
per 1,000 feet..... 3 30

WIRE FENCING.

Galvanized, 4 barb, 2½ and 5 inches apart.....	Toronto 3 25
Galvanized, 2 barb, 4 and 6 inches apart.....	3 25
Galvanized, plain twist.....	3 25
Galvanized barb, f.o.b. 4 level d, \$2.95 in less than carlots, and \$3.05 in carlots.	
Terms, 60 days or 2 per cent. in 10 days.	
Ross braid truss cable	4 50

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net... 2 00
Terms, 4 months, May 1. ; 3 p.c. off 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each.....	2 00 7 00
" S., per doz	5 80 6 00
G. & K's Pipe, per doz.....	3 40
Burrell's Pipe, each.....	3 00
Pocket, per doz.....	0 25 2 90

WRINGERS.

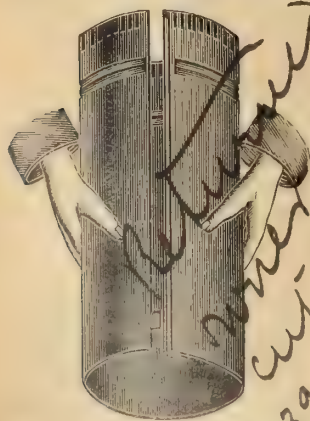
Leader..... per doz.	\$60 00
Royal Canadian	58 00
Royal American	50 00
Discount, 45 per cent.; terms 4 months, or 3 p.c. 30 days.	

WROUGHT IRON WASHERS

Canadian make, discount, 25 per cent.

ESTABLISHED 1860.

INCORPORATED 1895.



Nestable Stove Pipes

"EMPIRE"

Patented 1896.

Simplest Stove Pipe made. No profanity required to put them together, flat side slips easily into the dovetail fold, and is fastened by merely passing tongue through the slot and folding it.

MADE IN 5, 6 and 7 INCHES. NESTED IN CRATES OF 25.

STOVE PIPE ELBOWS, COAL HODS, STOVE BOARDS, FIRE SHOVELS, LANTERNS, ETC.

THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL

WHY sharpen your bar of steel?
USE only "Aylmer Drills."
OLD fashioned drills waste time and money.
WAYS change as inventions multiply

Send for circular and prices to
WM. J. CRAWFORD,
 Room 39, Canada Life Building, MONTREAL.

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc
 THE MCKINNON BUILDING
 Cor. Jordan and Melinda Streets

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Telephone 689.
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 Special quotations for import.

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Not connected with any Shear Combination.

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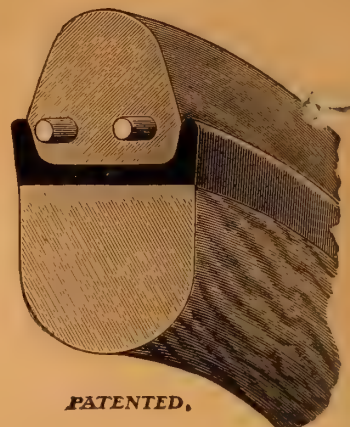
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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, AUGUST 18, 1900.

NO. 33

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The Most Economical.
The Least Wearing.
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Friction Preventing.

"Tandem" Metals are better than
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Resistance Reducing.
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For Heaviest Pressure and Medium Speed
or Heavy Pressure and High Speed.

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or Medium Pressure and High Speed.

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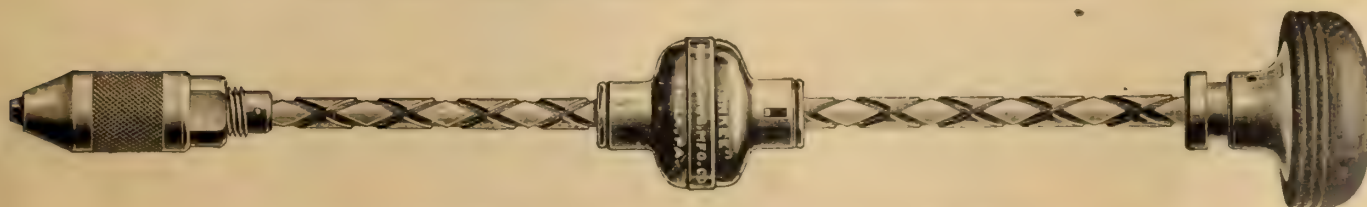
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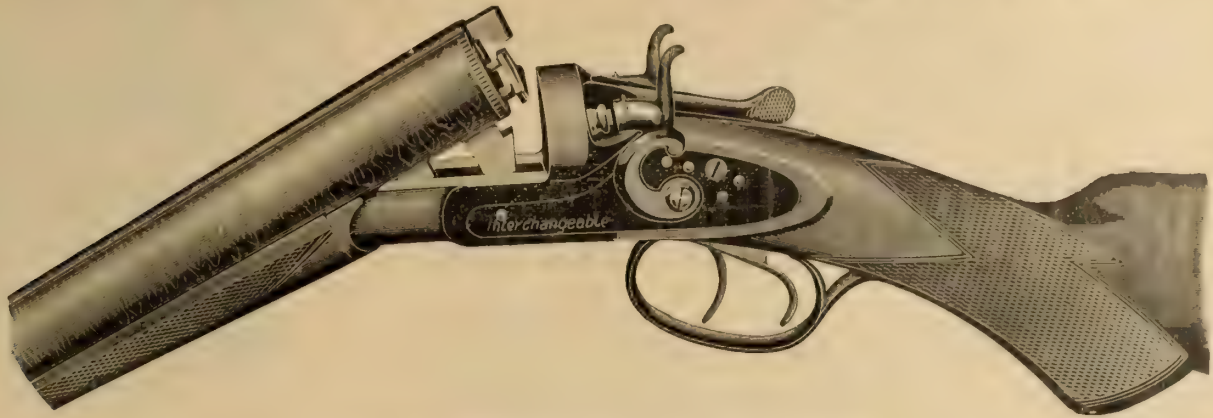
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Our many lines of coal and wood furnaces offer a range of sizes and styles that afford complete satisfaction—everywhere.

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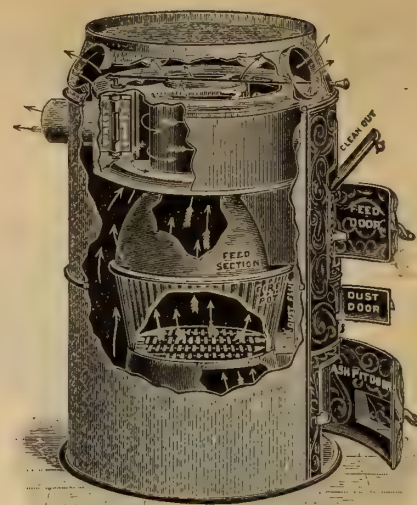
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Satisfaction Guaranteed
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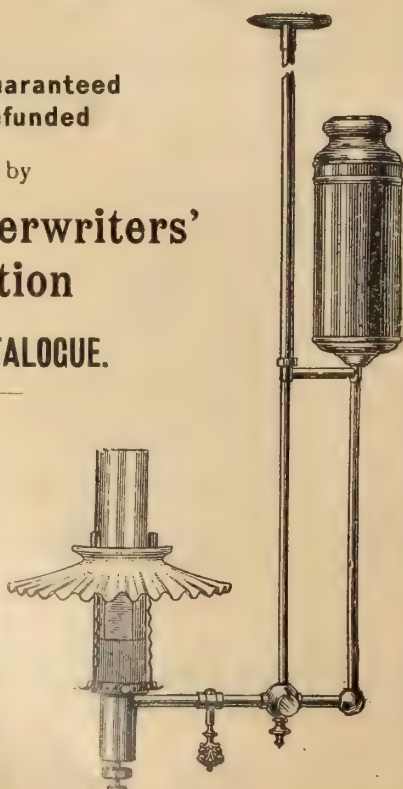
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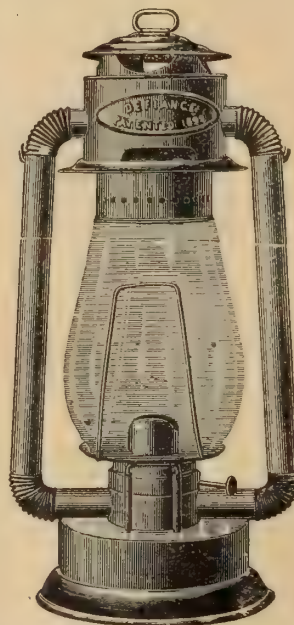
Auer Light

Company
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...Defiance

Cold Blast Lantern



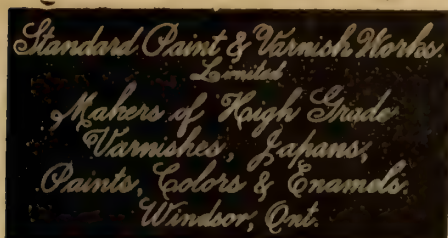
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The cleanest, quickest and best of all. Hard grain, quick ignition, rapid combustion, slight residuum, no corroding of gun barrel or locks, high velocity, even pattern, great penetration, minimum pressure and recoil.

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Prices and full particulars on application.

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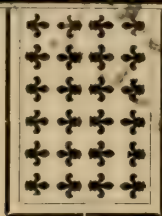
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**Ready-Mixed House and Floor Paints,
Varnishes, Japans, Coach Colors,
White Lead, Colored Paints, Enamels,
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**NOVA SCOTIA PAINT AND
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HALIFAX, and 747 Craig St., MONTREAL.

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STANDARD ONE-PIECE ELBOWS.

Introduced to the trade in 1897 and proved to be the best Stove Pipe Elbow ever produced.

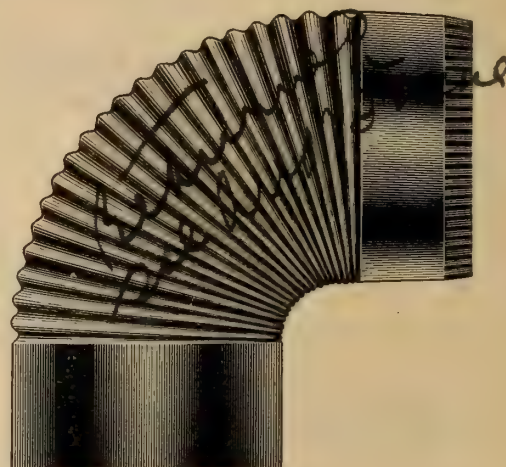
They are made out of Extra Heavy Smooth Steel in two qualities.

The improved process of manufacture produces a short turn, therefore less material is used, and, consequently, less weight per dozen, which results in a great reduction in freight, and a reduced cost to the buyer.

Made in STEEL, in 5, 6, 7 and 8-inch.

Made in GALVANIZED IRON, in 7 and 8-inch.

Made in TIN, in 7 and 8-inch.



POPULAR POINTS:

Strongest Elbow made.
Attractive in appearance.
Coated so as to prevent rust.
Riveted ready for use.
Will not get damaged in shipping.

Kemp Manufacturing Co., Toronto, Canada.



VOL. XII.

MONTREAL AND TORONTO, AUGUST 18, 1900

NO. 33.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Published every Saturday.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

THE BUSINESS MAN A STUDENT.

THE trade journal cannot do all the studying of markets and economic conditions for the retail business man. It does much that he cannot do, but he should do much that it cannot do. The sphere of the trade journal's study is a wide one; that of the merchant is narrow. When the business man has digested the results of the trade journal's study, and also the fruits of what he has done on his own account, he ought to be competent to do a successful business.

If he has made this study, the retailer

ought to know how much stock he is going to buy for his fall trade before he enters the traveler's sample-room. Otherwise, he is liable to buy too much or too little, according as he is over-ambitious or over cautious.

It is no easy matter to make an estimate of the proper amount to buy. Such a judgment comes from a faculty that is developed by study.

Of course, the ideal amount to buy is the amount which will be sold. It is a matter, then, of calculating how much customers will want. This involves the whole science of business. At its best, business is a speculation. Goods are bought in the hope, and seldom in the certainty, that they will be sold. The business man simply tries to foretell the people's taste and ability in quality and quantity.

In the great majority of cases, this prophesying cannot be done in the sample-room. If it were done only here, every merchant in the country would be overloaded with stock, for it is the traveler's business to sell, and he colors all things, including his conversation, with that end in view. Of course, the traveler often gives good, wholesome advice, but sometimes his eagerness to sell breeds wrong impressions, and against these the retailer must be on his guard. Therefore, he must study, in order to discriminate.

Just as the general manager of a bank makes a study of the economic condition of the country over which his agencies work, in order to formulate his plans of operation, so the business man, to be eminently successful, must study the financial position of the sections in which his customers live. If

his patronage is spread mostly through a farming section, his purchases should be proportionate to the size of the wheat, oat, hay, pea, barley or apple crops. If, on the other hand, his patronage consists almost entirely of town trade, he must act according to the condition of the manufacturing industries of the town. Often he must consider both. In any case he must become a student of political economy. Unless he does so, he cannot expect to make his purchases of the proper size. Prophesying in business is not chance work, it is the work of the brain.

The trade journal helps in no small measure in this task imposed upon the business man, but one can see that it cannot warn the merchants in every city, town or village in Canada. Each merchant must make efforts on his own behalf. The merchant in a county of poor crops must not buy heavily because there are good crops all over the country, for his customers will not be able to spend freely. Nor must the merchant in a county blest with good crops buy small stocks and cheap articles because, on the whole, the crops in the Dominion are short, for, in that case, his customers will be able to fill large Christmas stockings. These general and particular conditions react upon one another and exert a mutual influence, but they do not determine one another.

The merchant, then, lives in a school of political economy. Part of his lessons he learns by reading, part by observation.

There are people who are so busy theorizing that they never have time for anything practical.

IS HONESTY POSSIBLE IN BUSINESS?

THE Toronto Saturday Night, of July 27, republishes an article contributed to Harmsworth's by some Englishman, which sets forth some decidedly pernicious ideas about the methods of business employed by the successful business men of the day. He asks the question: Is honesty in business possible? And answers it by saying that to conduct a successful business, resort must be had to dishonest practices. He, himself, had made three attempts in business, all of which resulted unsuccessfully, misfortunes which were directly due to his determination to be honest. And this in England, the land of trade solidity and regularity!

This is rather appalling to a paper like *HARDWARE AND METAL*, that has always advocated honesty as a prelude to success, and it makes us think. But the more we think the firmer are we convinced that there was something radically wrong with that man. Honest men may fail in business, indeed, they often do, but the failure can generally be explained by a diagnosis of the man's character. An honest man, as the noblest work of God, must always command respect and confidence, two of the first essentials to success in business. But more than honesty and integrity is required in a man to fit him for business; he must have a knowledge of the business in which he is engaged, he must have the energy to push forward to success, he must have some ability, he must be courteous, cleanly and foresighted. A thousand and one things are to be added to honesty to place a business man in the front ranks of his confreres. The make-up of a successful man is a mixture of many ingredients, the absence of any one of which will affect his chances of success; none will have more effect than the absence of honesty.

Who would deal with a dishonest man if he knew his dishonesty? Very few, indeed. To hold his trade a dishonest man would conceal his dishonest practices. Working against him, might and main, is that trait yet all-powerful warning, "Be sure your sins will find you out." Where he is "found out" he's not successful.

There are degrees of honesty. The man who walks around his place of business

with his Bible under his arm, occasionally reading the Sermon on the Mount, and loving his neighbor as himself, is not likely to get along in the financial world. Public opinion does not include altruism in its conception of honesty. Business is essentially a selfish pursuit, and one is supposed to make his profits as large as possible. He who does not grasp the opportunity to make money is regarded with suspicion or as a fool, and it's all a matter of public opinion. A man may practice anything that public opinion will support.

But, for the narrower sense of honesty. Cheating is dishonest, so is lying. The palming off of inferior goods as a superior grade is dishonest. Such dishonesty, if discovered, public opinion will not support, and the man who indulges in such practices is pursuing a game of chance in which the odds are largely against him. Thank Heaven, they are! Probably, if crooked practices did not come to light, dishonesty would be more rampant. Discovery is the great damper, for it allows public opinion to get in its work.

This English business man, who had, in despair, turned himself into a writer, says that "lying and thieving in business are the order of the day." We can't believe it. The men at the head of the largest establishments in Canada to-day will dismiss any clerk who attempts to do a dishonest deed, whether it be in the interest of the firm or not. Business men are coming to recognize that a reputation must be established in order to guarantee success, and a reputation must be founded on honesty and fair, aboveboard dealing. Old firms who have established a business would not endanger its standing by resorting to the semblance of a trick. Why, we have heard that the late Mr. W. Christie, of Christie, Brown & Co., Limited, would taste a biscuit of each newly-made batch, and, if he found that it was not all it should be, he would allow none of that batch to be sold. Why? Because such a sale would be a trick upon his customers. He had bargained to sell first-class biscuits, and it would be cheating to fill a contract with anything that was not first-class. The great majority of our large firms could tell of similar experiences. No,

dishonesty is not the order of the day. A reputation for business integrity is too keenly sought after to allow it to be.

There was something wrong with that honest Englishman. Perhaps he disgustingly paraded his honesty.

MERCANTILE FIRE INSURANCE.

IT is not absolutely necessary that a merchant should insure his store or his stock. Fire may never visit his place of business. It will be the exception, and not the rule, if it does.

But insurance is to protect against the exception, not the rule.

Stormy days are uncommon and fair days common, but the shipbuilder constructs his ship for the stormy weather as well as for the fair. High winds are less frequent than light winds, but the farmer constructs his barn, and the citizen his dwelling, so that it will be immovable under high as well as under light winds.

The merchant needs to insure none the less because fire is more improbable than probable. The rates he pays are based on the improbable and not on the probable.

It is the unexpected that happens in regard to fires as well as in regard to many other things, and should a fire come and the merchant be uninsured, there is a possibility of its being sufficiently heavy to ruin him. His bank account may be large enough or his friends numerous enough to prevent his being forced out of business, but he is a wise merchant who stores up his bank account for other purposes or that uses his friends for other ends than pulling him out of a hole into which proper precaution on his own part would have prevented him from falling.

Every merchant should insure his stock within, at least, 60 per cent. of its value. It is only fair to himself, let alone to his creditors that he should do so.

MORE YEARS FOR THE MERCHANT.

Merchants, any more than machines, cannot run at full speed all the time without collapsing. It is contrary to Nature. And when her laws are broken there is no escaping from the payment of the penalty therefor.

Nature says that the busy business man should take a vacation, and just as disobedience brings penalties so obedience brings reward.

The reward comes not only in the shape of a more vigorous manhood but in added years to life. And he is an unwise man who refuses to do that which will give him more of that which he most values.

HIGH PRICES FOR INGOT TIN.

THE price of ingot tin has more than doubled in two years. In the issue of *HARDWARE AND METAL* of August 5, 1898, the Montreal market report quoted ingot tin at 17½ to 18c.; this week, it is worth 37 to 38c. Yet, if its price were on a net of production basis, ingot tin would sell at 17 to 18c. at the most. How glorious is our competitive system!

Ingot tin shared in the advance of other raw materials that took place at the beginning of last year, sustaining a rise of about £70 per ton on the London market. But this advance was not due to the same causes that produced contemporaneous changes. As a proof of this is the fact that values in tin have not been restored to their proper level, as have the prices of copper and iron and other staple metals. This advance in tin was not due to excessive demand or to speculation; it was due to combination.

When the United States Government removed the duty of 4c. per lb. on ingot tin, the American tin mines were closed down and the mines controlled by the Rothschild Syndicate in Spain, England and France were left in full control of the field. We now see the advantage the syndicate has taken of its opportunities. It is estimated in the last two years that this syndicate has made a profit of \$50,000,000.

The chief endeavors of the syndicate seem to be exercised in the attempt to find the extreme price the public will pay. At present it is £143 per ton on the London market. On August 6, it was £145 per ton. The fluctuation seems to be a sort of simulation of competition, but, if there were the least sign of competition, the price would drop to £90 in the twinkling of an eye. As it is there is a man in the United States given \$35,000 a year to detect any intended opposition and to manage things cleverly. He has proved himself a good man for the position.

The public is apparently becoming reconciled to the high price. The total shipments from the Straits to London, the continent and the United States during the second half of July amounted to 2,710 tons, as compared with 1,875 tons in the same period last year. This is an increase of 835 tons. On the whole, shipments have decreased 670 tons this year, yet, this July

increase shows that the public are driven by necessity to accept the syndicate's dictations.

Although short stocks on the Montreal market have been keeping prices high in Canada during the last few weeks, the situation in New York and London is easy on account of large shipments. The total visible supply in the United States is now 4,741 tons, as compared with 2,839 tons in the beginning of July. But this amount will go rapidly into consumption, and the sensitive market will probably react. It is expected that the Montreal market will be supplied this week, and an easier feeling will then prevail.

LIMIT PRICE OF PAINTS.

The three staples in the paint and oil market, white lead, linseed oil and turpentine, have all been selling at high prices this spring and summer. This has materially checked the demand for most lines of paints and oils, so much so that now, while ground white lead is advancing in England, the rise in sympathy cannot take place here. The limited nature of the demand that now characterizes the paint market would be further restricted by another advance, so that Canadian paint and oil dealers will try to maintain present prices as long as their stocks of lead hold out. That will be for some time yet.

But now turpentine is taking a drop, and some might ask whether this will allow of an advance in lead. The decline in turpentine is not great and its price is still high. Moreover, linseed oil firmly maintains its full price, and this will assist to keep the white lead market down. Were linseed oil and turpentine to fall to an appreciable extent, white lead would certainly advance. But of that contingency there is not the slightest probability.

RIVETS AND STOVE BOLTS DOWN.

Owing to the endeavors of the United States manufacturers of rivets, burrs and several kinds of bolts to dispose of stock on this market, the Canadian makers have found it advisable to increase their discounts on several lines.

This week the discount on carriage, section, wagon box, etc., rivets, black M. rivets, black and tinned rivets has been increased from 50 per cent. to 60 per cent,

and that of iron or steel burrs from 45 per cent. to 55 per cent. On tire bolts, the discount has been increased from 60 per cent. to 67½ per cent., and stove bolts from 60 and 10 per cent. to 67½ per cent.

At these new quotations the Canadian manufacturers of these lines will retain their hold on the local market, unless the United States firms see fit to still further reduce their quotations. For the present this is not anticipated.

EVERY MAN HIS OWN MOLDER.

WHILE environment, domestic charges and friends are influences which cannot be ignored in regard to a man's future, the most powerful of all influences lies within the man himself. As Bacon puts it, in one of his essays: "Chiefly, the molding of a man's fortune is in his own hands."

We may bemoan that we were not born with the same possibilities as other men, but no one can get away from the fact that the causes of failure are not from without; they are from within.

The environment or other conditions may be such as to make success in life more difficult, but they do not prevent it. On the contrary, it is possible to make them helps rather than hindrances.

One thing is certain: The surmounting of obstacles develops character, just as the exercising of the muscles develops strength.

The greatest men, the most successful men, the men who stand out in the political, in the mercantile and in the literary world as the greatest examples, have not been men whose pathway lay through pleasant meadows. They have been men who have had to climb rugged mountains of obstacles, and often many of them.

The silver spoons which some people are said to have had in their mouths when they were born are more often millstones which drown their possibilities of success.

The want of wealth is no excuse for the want of an education. Poverty or other adverse conditions may be even so real as to preclude the possibility of obtaining in childhood an ordinary public school education. And yet it is not an obstacle which cannot be surmounted in the search for knowledge, which is, in turn, the basis of success.

It is only when the will is absent that the possibilities of success are absent.

"Where there's a will there's a way," as everyone who has exercised his will in the right direction knows.

A YOUNG MERCHANT'S EXPERIENCE

"I had always been my ambition to be in business for myself," writes a correspondent of Hardwareman, London. "I had worked with that object in view for the many years I was employed by my old firm. I had hoped some day to obtain a partnership, but as that seemed out of the question, I resolved at the first good opportunity to start a business of my own.

"I had worked in the office, behind the counter and on orders, and I considered I fairly well understood the hardware business. An old firm were retiring from business, and I bought them out and launched out on my own account January 1, 1900. My experience so far as a merchant is limited, but it may be of assistance to others in the trade.

"When one leaves a house with whom he has been connected for many years, and whom he has seen grow larger and richer year by year, some little regrets will creep in occasionally, as he feels a good deal like a youngster leaving home to fight his own way in the world. The prestige and connection of the old house are thrown overboard, and he realizes that he is practically alone in the world.

"What friends I had stood by me, but they seemed few in comparison with the great numbers who passed my store. The fact that I had engaged in business seemed to have no effect upon the general public, who neither knew nor cared who I was.

"The difference between being an employe in a business already established and establishing a new business can only be appreciated by one who has had experience in both positions. When the business is wholesale, and travelers are employed, the business can be secured, other things being equal; but in starting a retail business it is impossible to do much in canvassing trade. Each purchase is of such small amount that little can be accomplished in soliciting trade.

"I commenced by using two of the best papers of the town as advertising mediums, and contracted for a year's space in each. So far results do not seem to point to many returns in this direction, yet I can see some little gains and can trace some business to the advertising.

"The growth of a business is an interesting study. How to get people to come to your store is the great question. One may consider the selling of the goods an easy matter, provided the people can be drawn to the store. Price may be all right, the store may be neat and clean and present an attractive appearance, clerks may be polite and attentive, and goods may be what people want; but no one comes to buy. This is about the position I found myself in after starting out in my new venture.

"The process seems a slow one to convince the people that their hardware needs can be supplied by the new proprietor, but it is of gradual growth. If the location is a central one, it is only necessary to treat customers as well or better than they are treated elsewhere, and they will come the second time to buy. Every scheme must be used to attract trade.

"Attractive display of goods in the window and the pricing of goods there shown, will draw in an occasional visitor to the store. When this visitor is properly served a customer is won, and one customer will generally influence another, and thus the circle widens.

"Days of despondency come, as it is difficult to forecast results, but when I foot up sales at the end of each month I can see a substantial gain, which gives me encouragement that the right methods are being employed, and that the trade is growing. Whether the year's total will reach expectations remains to be seen, but, so far, prospects look hopeful."

CONCERNING NEW COMPETITORS.

An old and long-established dealer may have the influence and the means to successfully block a new competitor's path to success, but wisdom dictates no such course, in the opinion of an exchange. His failure will result in an auction or special sale of the stock at prices that will demoralize the trade in the vicinity for a long period. If he has ample capital to fight with low prices the result is even worse. There is no assurance that the failure of the first aspirant will deter others from entering the field in his place; the fight may be an interminable one with the opposing force receiving periodical reinforcements.

If a new competitor possesses the qualifications that entitle him to recognition as a legitimate dealer, treat him as such by pursuing the same conservative policy that has characterized your business in the past. If he is a sidewalk broker, shade-tree speculator or merchant in another line attempting to compete with you in an illegitimate way, use every means in your power to defeat him.

FOR LOOSE NUTS.

It is very annoying to find that the nuts or bolts occasionally shake loose from no conceivable reason. In such cases, says an exchange, the nut should be removed and thoroughly cleaned; also the bolt on which it belongs. A little powdered resin should be sprinkled inside the nut and on the worm, and, in addition to this, where necessary, a piece of ordinary cotton thread also bound around the worm; the nut and bolt will then be found to firmly hold.

METHODS OF ADVERTISING.

EVERY merchant advertises in some way. When he puts up a package of goods in his window he is advertising. When he hands out a card he is advertising.

When he says "Good morning" to a neighbor, he is advertising.

It is left with each man to decide whether he is doing the best advertising possible for his business.

Advertising won't pay unless the people are attracted by it. People do not usually read advertisements by choice. They read the advertisements when they can't help it. Attracting attention is not everything, but it is a great deal. Flashy ads that do not bring people to the store are like attractive April fool batter cakes made of cannot flannel. People don't get fat on them. But they are just as fattening as real food which is served in such a slovenly way as to kill the appetite.

A circular, booklet, poster, or newspaper ad. should be so good that the merchant himself would be attracted by it if he knew absolutely nothing about his own business.

The poor advertisement often appears to be a good one to the man who issues it, because he is so interested as to read it all in spite of its unattractiveness.

A man's advertising becomes good when he is able to view it from the standpoint of the outside public. This is not easy to do, and an outsider with the necessary knowledge of advertising problems can often be of assistance in this direction.

Every bit of advertising should be made attractive. It will repay the extra time and trouble. People will see your announcements who have never noticed them before, and you will be increasing your returns with out increasing to any great extent the cost of your space.

Advertising is a game of skill, and not a matter of chance. Conditions may be against the carrying through of the most skillfully laid plans. The man who is clever enough to produce a thing worth advertising, generally has the cleverness to keep from running squarely against a stone wall. Done skillfully, there are no chances taken by honestly advertising an honest article.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

EXPERIENCES WITH THIEVES.

"DURING the last holidays two finely-dressed men came into my place and asked for something nice in carvers," writes a hardware-man to The Iron Age. "I produced 10 or 12 samples of loose goods, but they wanted something in cases. I then devoted myself to that kind, and produced my variety. They examined everything very carefully, commented freely on what they liked and what they did not want, and finally offered me \$5 for an \$8 set. I did my best to get \$8, but they said \$5 was their limit, as they were making a present to a landlady. I then showed up the beauties of my \$5 sets, but none of them were nice enough, and finally they went out without buying. When I came to put away the goods I found one of my nicest sets was gone with them, but by that time they were not in sight, up or down the street. I was careless somewhere, but I do not know where. For I supposed I was very watchful and alert all the time. They were too expert for me.

"Not many days ago, I was trying to find a \$1 knife to suit a man, and placed eight before him, but, after he had used up fully half an hour of my time, he said I didn't have just what he wanted. I ran my eyes over the case quickly and saw there were only seven knives there. I left them there, and went towards the end of the counter, chatting pleasantly, and got near the door slightly ahead of him. As he put out his hand towards the latch, I said: 'You forgot to pay me the \$1 for the knife you took,' and I held out my hand for it. He flushed, looked scared, then said: 'Did I? I guess I did, I was so busy talking!' He gave me \$1, and I thanked him and invited him to call again.

"One warm spring day a man came in with his overcoat on his arm, but he laid it on the counter and asked to see some iron block planes. He looked at several, but finally said he would let it go for that day, but would take a cheap rule. As I handed that to him I saw that one of the planes had disappeared. I made up my mind that it was under his overcoat. I had to go to the drawer to make change; when I came back his overcoat was over his arm and also concealing his left hand. I let him get a few steps from the counter, when I said: 'By the way, I forgot to take pay for the plane; you owe me 25c. for that.' 'What plane?' 'The one in your hand; have you forgotten you took it?' 'Well, that's just what I done,' he said. He handed me a quarter, and looked as if he was mightily relieved to get off so cheaply and easily.

"A man had bought and paid for 1-lb. of nails and probably thought we were too busy to watch beyond the door, for as he

went by the shovels outside the door he picked up one and walked off with it as coolly as you please. A clerk saw him and followed him, saying: 'The shovel is 90c., and you forgot to pay for it.' The fellow at once handed over the shovel, but the clerk refused to take it. 'I haven't got the 90c.,' said the thief. 'Then come back to the store and see Mr. M.' The man didn't seem to relish that, and scraped up 90c. rather than come back and face me. I have no doubt that where we catch one such fellow half a dozen escape us, but eternal vigilance is the safe rule."

POULTRY APPLIANCES IN ENGLAND

Visitors to the leading agricultural shows in England this year have been much struck with the great amount of space occupied by poultry appliances, such as incubators, foster mothers, hen-houses of improved design, etc. The trade in poultry appliances is not only one of the newest branches of the hardware business in which the ironmonger has, or ought to have, an interest—it is also one of the most progressive and promising, says Ironmonger, London, Eng. Scientific methods and apparatus are now being applied to the poultry yard as well as to the dairy, and the demand for modern goods of the class we have mentioned is increasing with great rapidity. Undoubtedly the most suitable agents for their dis-

tribution to the consumer are hardware dealers, who, we are pleased to find, appear to be fully alive to the importance of this fact.

CARTAGE CHARGES.

Editor HARDWARE AND METAL,—I have intended writing you for some time, concerning what at first looks like a very small matter, but, upon closer inspection, proves to be one of much consequence. I refer to the addition of cartage to our freight bills. Is it not enough for a merchant to pay for cases (and a big price, too), freight from the city and cartage at the home end, without having to pay for taking the goods down from the wholesale house to the freight depot?

Of course, the wholesale houses will not kick, but we, as dealers, should do so. I find that my cartage bills on the goods I buy in a year amounts to a good many dollars, before I see them at all.

Let the wholesale men arrange the matter with the railway companies. If we buy our goods f.o.b. Toronto, that does not mean at the warehouse. Let every dealer insist on not paying cartage at the shipping end, and the matter will soon be put straight.

HARDWARE RETAILER.

Parkhill, Ont., August 14, 1900.

Take Hold of This

The dealer who takes hold of

THE SHERWIN-WILLIAMS PAINT

and makes use of the liberal helps we give him can do the biggest paint business in his locality.

Not only that, but he can build up his whole business and advertise his whole store by pushing **S. W. P.**

The advertising brings the trade.

The quality of the paint holds it.

There's money and reputation for you in **S. W. P.**

Take hold of it.



THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.



CLEVELAND.
CHICAGO.



NEW YORK.
MONTREAL.



BOSTON.
TORONTO.



SAN FRANCISCO.
KANSAS CITY.

TRADE CHAT.

THE Eddy Bros'. sawmill in Bay City, Mich., is being torn down, and its owner will engage in lumbering in Canadian territory, in order to utilize their timber holdings here.

The Shantz foundry at Preston, Ont., was closed down during the hot weather last week.

Henry Durney has retired from the partnership known as The Dartmouth Iron Foundry, Halifax, N.S.

Charles MacLean will hereafter carry on the business of Gay & MacLean, painters, Halifax, N.S., who have dissolved.

Block tin is scarce in Kingston, Ont., and the tinsmiths and plumbers there have difficulty in getting enough to do their work.

Hill's lumber mill at Musquodoboit Harbor, N.S., has been destroyed by fire. There is a small insurance, but the loss was about \$20,000.

A company are applying for incorporation as The Metis Lumber Co., Limited, with headquarters at Grande Metis, Que., with a capital stock of \$85,000.

The Hugh McLean Lumber Co., Limited, is seeking incorporation in New Brunswick, to engage in general lumbering, sawmilling and wood-working manufacture business.

The top of the furnace in the rolling mills at Guelph, Ont., caved in on Monday August 13. The heat ignited the rafters, but the employes soon extinguished the fire.

Robert Porter will erect a building in Victoria, B.C., of stone and brick. The basement is to be arranged for a cold storage plant, and the building will be two storeys above the street level, to cost about \$14,000.

The name which was originally intended for the binder twine factory at Walkerton, Ont., The Wellington, Grey and Bruce Binder Twine Factory, has been changed to The Walkerton Binder Twine Factory. Over \$75,000 stock has been subscribed.

PRUSSIAN ANTI-DEPARTMENT LAW.

The new anti-department store law of Prussia provides for the taxation of the stores according to the amount of sales and the class in which the stores are divided. These classes are:

1. Groceries and colonial produce, food products and drinks, tobacco and manufactures thereof, smokers' articles, apothecaries' supplies, colors, drugs and perfumery.

2. Yarn and twine, upholstery goods, mercery, drapery; woven, knit and embroidered goods; underclothing of all kinds, bedding and furniture of all kinds,

curtains, carpets and all material used in interior household decoration.

3. Household, kitchen and garden utensils and implements; stoves, glassware, porcelain, earthen and stoneware, upholstered furniture and materials thereto pertaining.

4. Gold, silver and other jewelry; objects of art or luxury, bric-a-brac, articles of paper or papier-mache, books and music, weapons, bicycles; articles of sport, riding, driving and hunting; sewing machines, toys; optical, medical, scientific or musical instruments and apparatus.

Why don't you

add firearms to your other lines? Many hardware dealers carry guns and revolvers profitably.

IVER JOHNSON

GUNS AND REVOLVERS

ARE

... SAFE ...

SEND FOR CATALOGUE, PRICE LIST, ETC.

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—304 Main St.

FITCHBURG, Mass.

There Are Many Reasons

why you will find it profitable to handle

BOECKH'S PAINT BRUSHES

A very suggestive one is furnished by the fact that your customer always get satisfaction and is sure to return again.

Attractive, well-made goods, at the right price, is our motto.



80 York Street,
TORONTO

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY.

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE.

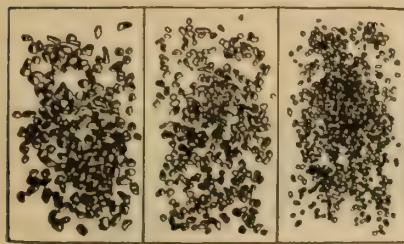
POWDERS.

"DEAD SHOT" SPORTING POWDERS.

"DEAD SHOT"



Metal Kegs. 25 lbs each.



FG

FFG

FFFG

"DEAD SHOT"

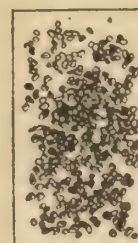
The Favorite Black Powder
with all Sportsmen.



Unsurpassed by similar grades of any other manufacture.
SCHULTZE SMOKELESS.



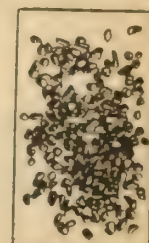
RIFLE CARTRIDGE POWDER



No. 4.

No. 3-6 1/2-lb Keg.
No. 4-6 1/2-lb Keg.

No. 3-25-lb Keg.
No. 4-25-lb Keg.



No. 3

SAFETY FUSE



Hemp Safety Fuse.
Single Tape Safety Fuse.
Double Tape Safety Fuse.



Best Hard Grain White Powder Made
No. 1 Tin (Equal in Measurement to 1-lb. Black Powder).
No. 50 Drum (Equal in Measurement to 50-lb. Black Powder).

CANADIAN POWDERS



FF.
FFF.
Snapshot.

Trap Shooting
Canadian Rifle.
Blasting Powders
Northwest Rifle. Nos. A. and B'

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY.

Graham Wire and Cut Nails are the Best.

OUR PRICES
ARE RIGHT

STAPLE CHARACTER OF HARDWARE

PROBABLY no other line of business has a more determinate and staple character than hardware, says Stoves and Hardware Reporter. Until within the past 18 months, sudden price changes were rare, and the markets were accustomed to move along without more than such ordinary fluctuations as are to be expected in any form or branch of business. Even within the time mentioned, hardware has lost none of its staple character, and in no other way is this more strikingly shown than by the fact that the hardware trade has been comparatively free from failures.

A business man remarked the other day to The Reporter: "It is a curious thing that we very seldom hear of auction sales in hardware. Other lines have their regular auction houses, which advertise sales at regular intervals throughout the year, and, while occasional stocks of hardware may be sold in this way, it is only in extreme cases and those which do not have any influence on the general trade. Manufacturers and jobbers in other goods may have their clearing out sales at auction, while the fact

sometimes at church weddings or social functions. A maker of clothes for men, in New York, will not accept an order from one who does not belong to the 400. That is caddishness. But it is equally caddish for a retailer or his clerk to act like a superior being behind the counter. When people make monuments of themselves, someone is certain to pull them off their pedestals.

"YANKEE" AUTOMATIC DRILL.

THE NORTH BROS. MANUFACTURING CO., Philadelphia, U.S., are advertising a new "Yankee" drill, No. 42. It is constructed the same as their No. 41 drill, but without any magazine for the drill points, and a wooden handle instead of a metal one. This enables the drill to be sold at a lower price than the others. Eight drill points, put up in a small, round wooden box, are furnished with each tool, and are the same as used in the Nos. 40 and 41 "Yankee" drills. The entire length of the tool, inclusive of drill, as in illustration, is $11\frac{3}{4}$ inches. It is packed in a strong paper box. Like the

SETTLING ACCOUNTS BY NOTE.

MERCHANTS who carry unsettled accounts on their books will best consult their own interests by insuring a more certain method of settlement than is usually adopted, says Stoves and Hardware Reporter. Book accounts are not always assets; most of them do not have that quality which is best described by the term "quick," and they are either presently not collectable or their payment is a question concerning which even the debtor himself cannot give a definite answer unless he can be made to give a note for the full amount, with interest to the date of payment. The taking of a note, in any case, is a better plan for the creditor than to allow the account to remain open on the books.

In the first place, the note is undoubted evidence of an indebtedness, the amount of which has been admitted by the debtor, and whose payment he obligates himself to meet. It is absolute evidence against himself, whereas an account must be supported by corroborative testimony in case of dispute. The note may be sold without recourse, or discounted through endorse-



that hardware is an exception to the general rule shows the superior stability of its trade."

There is a sound basis of truth in this argument. Jewelry, dry goods, men's furnishings and boots and shoes are sold in large quantities at auction and thus interfere with the more regular business of selling, but hardware has avoided this method excepting in rare and isolated cases. There may be a profit in auction sales in the lines mentioned, but it does not seem to be necessary in hardware even at times when demand is light and holders of large stocks are desirous of reducing them. In this fact, also, is found an argument against injudicious slaughtering of values. Hardware values, like the goods themselves, are fully as staple as any others, and in most cases are much more so.

MANNERS IN BUSINESS.

Manner is as important as method in dealing with a customer, says Stoves and Hardware Reporter. There are some dealers who impress an observer as acting on the belief that they are conferring a favor on the customers by showing them goods. Such dealers should issue invitations, and allow no one to enter the store who cannot present a card of admission, as is the case

other "Yankee" drills it is constructed so that by pushing down on the handle the drill revolves, and a spring pushes the handle back to its place, revolving backward in the meantime, and thus clearing away the chips, etc. North Brothers quote their net prices on application.

EAVE TROUGHS ON STREET CARS.

Several of the open cars of the street railway company, says The Courant, of Hartford, Conn., have been equipped with eave troughs as a protection to passengers and conductors against the downpouring of water from the car roofs during severe rain-falls. The troughs are of wood and run from end to end of the cars just beneath the edges of the roofs. The accumulated water finds its way to the street by means of 1-inch pipes fixed alongside the forward and rear roof stanchions on each side. The new device works well in a storm, and its benefits are appreciated by the conductors in their trips out along the footboards in collecting fares. There is also quite a noticeable absence of collected water on the ends of the seats of these cars, and this passengers appreciate.

A number of stove manufacturers of Ontario are talking of forming a combine, to keep up prices and cut down office expenses.

ment, in the former case releasing the payee from responsibility and in the latter enabling him to realize on an account at a time when he may need the cash. Besides these points, which are mainly of a legal character, the average debtor, especially if he be a man of property, will be more ready to pay a note than an open account.

An open account is not negotiable. It will not pass current anywhere. If a merchant endeavors to use it as an asset he belittles his own system of business management. But it is different with a note. When given it is an evidence of the maker's willingness to pay, of his ability, also, by presumption. It is a common or regular practice to sell or transfer notes, and in ordinary practice any defence which the maker may have had against the payee ceases in fact when the note is transferred to a third party without notice. All of these reasons for preferring a note to accounts are sufficient in themselves, but a still greater cause for doing so consists in the fact that it provides a more certain means of collecting what is due in the generality of cases. There are not a few people who allow accounts to go unsettled who yet stand in horror of a defaulted note, particularly if it is held by a third party for a small consideration.

CATALOGUES, BOOKLETS, ETC.

A WORK OF ART.

A pleasing feature of the development of the hardware and kindred trades in Canada is the recognition of the fact that our workmen are capable of producing materials which combine artistic design with practical utility to a degree that cannot be easily surpassed by any country in the world. Canadian business houses and manufacturing concerns who have sought to obtain artistic effects have found mechanics well able to execute their designs. The result is that many of our larger manufacturing concerns now produce goods daily which a few years ago would not have been attempted anywhere. In the manufacture of architectural sheet metals, building materials, etc., The Metallic Roofing Company, of Canada, Limited, have attained to a degree of decorative art production that has practically revolutionized building in this country, and the hardwareman or contractor who is not acquainted with the production and prices of this firm cannot lay claim to a complete knowledge of his business.

The variety of their productions entails a great amount of labor in the preparation of their advertising literature, yet, in their last work, "Catalogue S," they have kept their standard of artistic excellency and business usefulness so high that the book is a veritable work of art. The front cover boasts a design that would be a credit to a popular novel; inside it is full from cover to cover of half-tone illustrations artistically arranged and excellently printed. As there are over 350 pages, each containing from one to a dozen illustrations, it is a most comprehensive work, one such as is seldom equalled in any country. The first edition of this catalogue weighs over 10 tons and cost \$7,000, besides months of labor. It is a safe prediction, however, that the value to the firm, as well as to its customers, will amply repay the cost of its production.

STANLEY RULE AND LEVEL CO.

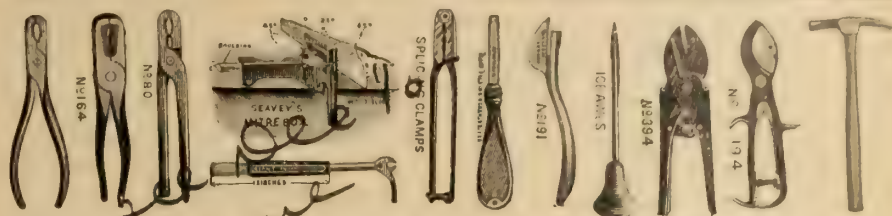
A catalogue, No. 26, is published by the above firm to give specifications and information in regard to a number of their tools most generally used. The book is referred to as the "Mechanics' Pocket Book" of U.S. Standard rules, plumbs, levels, etc. Besides the numerous cuts of their tools in the book and the description and size of each given, the publishers have made it a book of ready reference for all users of tools, by inserting about a dozen pages at the end of the catalogue, taken up with weights, measurements, and all rules that any user of tools might need. No prices are mentioned in the book, the publishers referring any one to hardware dealers. Besides their ordinary tools they show some

special makes, many of which, they say, have been suggested to them by tool-users. It would be beneficial to anyone interested in the sale or use of tools to write to The Stanley Rule and Level Co., New Britain, Conn., U.S.A., for their catalogue.

The employes of the Nova Scotia Steel Co., New Glasgow, N.S., went to Halifax on a picnic excursion, on August 11.

ONLY ONE "BRASSIC."

The Gunn Castor Co., Limited, Montreal, are sending out a circular to warn the public against inferior goods, which are now being offered as "Brassic." The circular states that The Gunn Castor Co. are the only makers of the genuine "Brassic" goods. In future, this firm's goods, in addition to the cross guns, as hitherto, will be labeled "Brassite" (regd.), by which buyers will be able to distinguish the real "Brassic" goods from others.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.
Also Razors, Strope, Glass Cutters, Etc.

Write for new Catalogue.

Hardwood CHARCOAL WOOD ALCOHOL

in Bulk or Sacks.

equalling Methylated Spirits as a solvent.

Manufactured only by..

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
Deseronto.

Gooderham Building, TORONTO

TRADE



MARK

Nobles & Hoare.

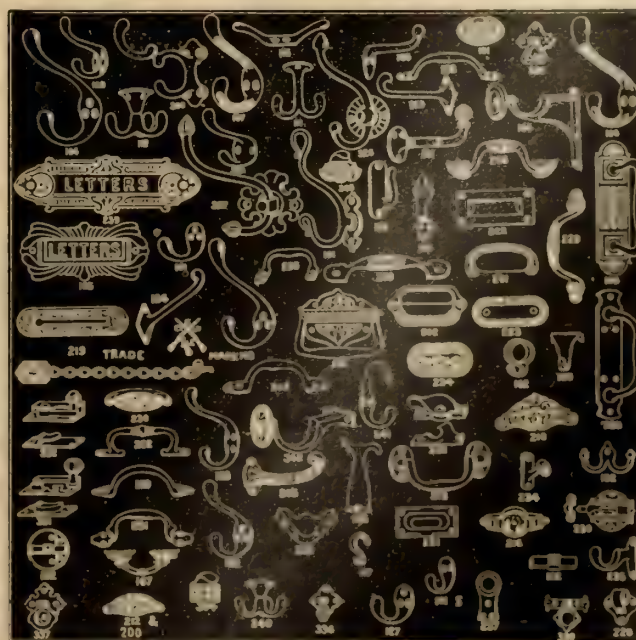
CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.



Save money by buying....

Gunn's Patent "Brassite" Goods.

Equal to solid brass in every particular. Cost less. Look and wear as well. increasing all the time.

THE GUNN CASTOR CO.
Limited.

MONTREAL.

KNOX HENRY,

Canadian Agent, 220 Board of Trade,

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, August 17, 1900.
HARDWARE.

THERE are not many changes to report in the hardware trade this week. Although a thrill of fear is sometimes felt for the present prices of certain lines, yet quotations are being fairly well maintained throughout the list. Perhaps the best sign of a general feeling of confidence is the fact that trade is beginning to open up, but in some cases, at least, retailers are refusing to buy until assurances from the wholesale houses in regard to future prices arrive to dispel their nervousness. What the future has in store for us in the matter of prices it is hard to conjecture, but it is confidently expected that the present constitution of the market will be maintained. Any depreciation hereafter will not be beneficial to the hardware trade and it will be avoided if possible. Trade has been rather more active this week than last, fair-sized sorting orders coming to hand. It cannot be said that dispositions for the future are being made very freely. Sporting goods, includ-

ing guns, rifles and ammunition, are going out in good-sized quantities. All shelf goods are in good demand. Wire of most grades is rather dull. Nails are moderately active. The trade in horseshoes and horse-nails is opening up. The discount on tire bolts has been raised from 60 to 67½ per cent.

BARB WIRE—The market is rather quiet, the fall attention not being paid to this article as yet. We quote the base at \$3.30 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—There are not many inquiries being received for galvanized iron. We quote as follows: Nos. 6, 7, and 8 guage, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5, and No. 16, \$5.25, for small quantities.

SMOOTH WIRE—Hay wire is being sold in fair quantities; otherwise there is little doing. The price is still on a \$3 per 100-lb. base.

FINE STEEL WIRE—We have no change to note in this line. The discount is 15 per cent. off list.

BRASS AND COPPER WIRE—This article partakes of a summer dullness. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

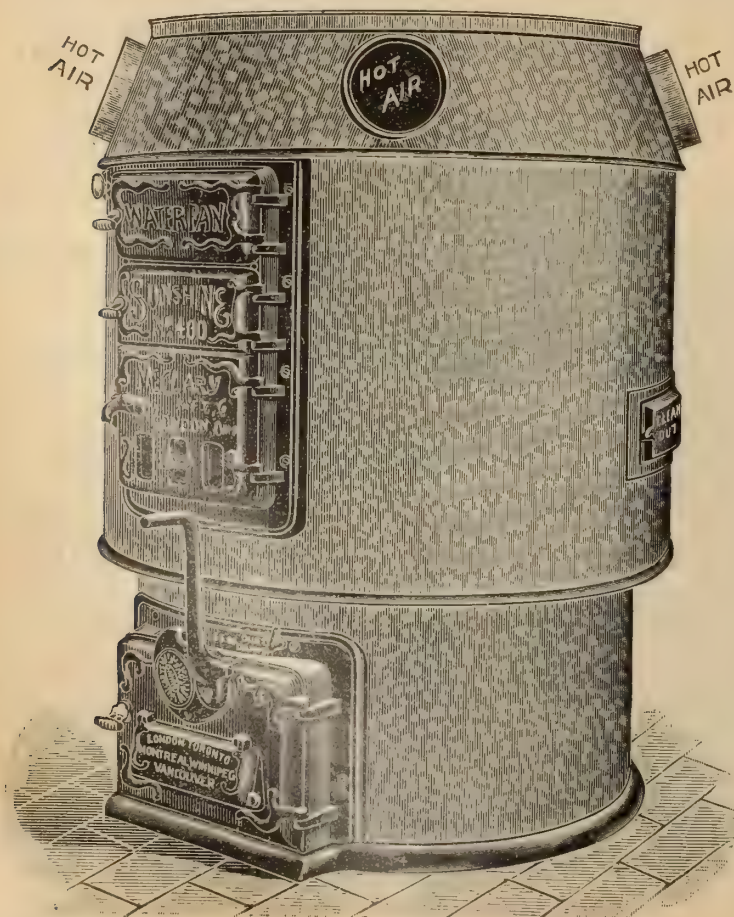
FENCE STAPLES—When the farmers are through harvesting and are paying attention to their fences, there will be a demand for fence staples. The price is \$3.45 per keg of 100 lb.

WIRE NAILS—The demand is improving. We quote \$3.10 for small lots and \$3 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—A fair demand is noticeable, although there is certainly no rush. We quote \$2.60 for small and \$2.50 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—When the farmer gets through harvesting, he shoes his horses; the retailer and blacksmith are beginning to prepare for the demand that is coming. The discount is 50 per cent. on Standard and 50 and 20 per cent. on Acadia.

HORSESHOES—In horseshoes, too, the



A NEW FURNACE

For any kind of Fuel {
ROUGH WOOD
KNOTTED WOOD
HARD COAL
SOFT COAL

Made in three sizes, with capacities ranging from 10,000 to 50,000 cubic feet. The most modern and powerful heater of its kind made in the Dominion.

They have larger heating surfaces than any other, and have . . .

Heavy sectional firepot,
Triangular grates,
Double fire door, size 11 x 15 in.
Direct or indirect draft.
Safety gas damper,
Steel plate dome and radiator.
They are easily set up, and cased.

A HIGH-CLASS FURNACE AT A LOW PRICE

Descriptive matter will be mailed to Agents
in a few days.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL,
WINNIPEG, or VANCOUVER.

American Sheet Steel Company
Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized

W. Dewees Wood Company's
Planished Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHN'S, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

demand is improving, and a fair volume of business is now being done at unchanged figures. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow shoes, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.85; No. 1 and smaller, \$4.10; feather-weight, all sizes, \$5.10; toe weight steel shoes, all sizes, \$6.20 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—This article shares in the improvement. Discounts are: Flat head bright, 8 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS—It had been thought that the prices of bolts were fixed, but tire bolts were changed this week from a 60 per cent. discount to 67½ per cent. These prices are well maintained. Discounts are: 5-16 and under, 60 per cent.; ¾ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 75 per cent.; square nuts, 4c. per lb. off list; hexagon nuts, 4½c. per lb. off list; bolt ends, 65 per cent.; blank bolts, 60 per cent.; plough bolts, 55 per cent.; Norway bolts, square, 65 per cent.; tire bolts, 67½ per cent.; stove bolts, 60 and 10 per cent.

RIVETS—A fair trade is being done in rivets. We quote discounts as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 50 per cent. off; swedes iron burrs, 45 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 50 per cent. off.

CORDAGE—Binder twine is the only variety receiving much attention. The base prices are unchanged at 14c. for manila, and 9½c. for sisal.

SPADES AND SHOVELS—Some fair orders have been received during the week. The discounts continue at 40 and 5 per cent.

TACKS—Are in only a moderate inquiry. As base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—The market is featureless. We quote \$17 to \$24 per 1,000 as to brand.

CEMENT—The market is firm and active. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

METALS.

A slight improvement in trade is noticeable this week in some lines. The orders

TINPLATES

"LYDBROOK," "TRYM,"
"GRAFTON," "ALLWAYS,"
"CANADA CROWN," ETC.

CANADA PLATES

"DOMINION CROWN" All Polished.
"ALLWAYS" best Half Bright.
"PONTYPOOL" Half Bright.
"DOMINION CROWN" Galvanized.

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

1C and IX 14 x 20 and
20 x 28 Tinplates
Cokes and Charcoals.

Especially low
figures on IX 14 x 20.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

An Opposition Traveller

said to one of our representatives a few days ago that "You people make me tired the way you blow about that Elastilite Varnish."

Poor Fellow! No wonder he was tired! Elastilite has taken his customers and he has to work hard to get orders.

Elastilite is a Varnish for either **inside** or **outside** that you can sell over and over again to your customers. Once used they always ask for it and tell their friends how nice it looks and how well it wears.

—Manufactured only by—

The Imperial Varnish & Color Co.
LIMITED
TORONTO, CANADA.

JOHN BOWMAN HARDWARE & COAL CO.,

....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz :

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

continue small, but the number is increasing, and this is guarantee that the size will soon not be wanting. Ingot tin seems to have reached its top notch as it has broken at its highest point. Galvanized sheets and coil chain show the most improvement in demand.

PIG IRON—There are scarcely any transactions taking place in pig iron. About \$24.50 represents the feeling here.

BAR IRON—A fairly active trade continues in bar iron. The price is \$2.15 to \$2.20 per 100 lb. f.o.b. Montreal.

BLACK SHEETS—Some small shipments have been made this week. We quote the base on 8 to 16 gauge at \$2.95.

GALVANIZED IRON—The general tendency has improved. We quote : No. 28 Queen's Head, \$4.75 to \$5.00, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—In ingot copper there is little doing and the price remains unchanged at 17½c.

INGOT TIN—It is expected that there will be supplies of ingot tin on this market in a few days when the scarcity will be relieved. Prices range from 37 to 38c.

LEAD—The firm feeling continues, and it is a matter of speculation as to whether lead will advance on the Canadian market or not. We quote the base at \$4.65.

LEAD PIPE—Some shipments of fair size

have been made this week. We quote : 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—Remains as it has been. We quote : ¼, \$2.95 per 100 ft.; ¾, \$2.95; ½, \$3.10; ¾, \$3.45; 1, \$5.20; 1¼, \$6.75; 1½, \$8.10, and 2-in., \$11.00.

TIN PLATES—Business is fair. Prices are \$4.50 for coke, and \$4.75 for charcoal.

CANADA PLATE—It seems as if these prices may continue, for it will be some time before there will be fresh stocks at lower prices on the market. We quote : 52's, \$3; 60's, \$3.05; 75's, \$3.10; full polished, \$3.50, and galvanized, \$4.60.

TERNE PLATE—Price remains \$8.50.

SWEDISH IRON—We quote \$4.25.

COIL CHAIN—A better trade is being done in coil chain this week. We quote as follows : No. 6, 11½c.; No. 5, 10c.; No. 4, 9½c.; No. 3, 9c.; ¼-inch, 7½c. per lb.; 5-16, \$4.85; ¾, \$4.80; 7-16, \$4.50; ½, \$4.25; 9-16, \$4.15; ¾, \$3.80; ¾, \$3.75; ¾, \$3.70, and 1 inch, \$3.70 per 100 lb.

SHEET ZINC—Demand is fair at 6¼ to 6½c.

ANTIMONY—Unchanged at 10½c.

GLASS.

Belgian quotations show an advance of another point this week, and the market is somewhat tightened. As yet quotations

remain unchanged. We quote : First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

Trade continues quiet, yet up to the summer average. Sorting-up orders continue to arrive, and constitute a respectable volume of business. The lead market rules very firm, but has not affected the present situation. Linseed oil is firm at present quotations, while there is an easy feeling in turpentine. We quote :

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.10; in kegs, \$5.35 to \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote : Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 84c.; boiled, 87c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in

Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 67c.; two to four barrels, 66c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL— $8\frac{3}{4}$ to $9\frac{1}{4}$ c. in whole-sale lots, and $\frac{1}{2}$ c. additional for small lots.

SEAL OIL—47 $\frac{1}{2}$ to 49c.

COD OIL—32 $\frac{1}{2}$ to 35c.

PARIS GREEN—Demand fair; 1-lb. packets, 19 $\frac{1}{2}$ c., and drums, 18 $\frac{1}{2}$ c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4 $\frac{1}{2}$ to 5 $\frac{1}{2}$ c. for colored, and 6 to 7 $\frac{1}{2}$ c. for white oakum, 5 $\frac{1}{2}$ to 6 $\frac{1}{2}$ c., and cotton oakum, 10 to 11c.

PETROLEUM.

Coal oil is beginning to move at the decline. We quote: "Silver Star," 15 $\frac{1}{2}$ to 16 $\frac{1}{2}$ c.; "Imperial Acme," 16 $\frac{1}{2}$ to 17 $\frac{1}{2}$ c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

There has not been much improvement in the hide situation this week. It continues slow at unchanged figures. We quote: Beef hides, 8c. for No. 1; 7c. for No. 2, and 6c. for No. 3. Calfskins, 9c. for No. 1, and 7c. for No. 2; lambskins, 40c.

ONTARIO MARKETS.

TORONTO, August 17, 1900.

HARDWARE.

THE fact that the fine warm weather of the past week has been so excellent for harvesting has had the natural result of reducing the volume of trade in the hardware line. Orders are light for immediate wants. There is a fair movement of ammunition, guns, cutlery, etc., now going forward which were ordered early in the season. Quite a little business is coming in from the far West, especially British Columbia and the Northwest Territories. A pleasing feature is that some orders of Manitoba houses recently cancelled have been reinstated. There is a small movement of ice cream freezers, and churns also. Small inquiry for enameled-ware and tinware. Orders for binder twine are all of a small nature, buyers seeming very careful in this line as in others. Payments are fair.

BARB WIRE—The amount of business in barb wire is almost nil; there is no change in prices. We quote f.o.b. Cleveland \$2.95 in carlots, and \$3.05 in less than carlots; f.o.b. Toronto, \$3.25 in less than carlots.

GALVANIZED WIRE—Orders are few and far between for plain galvanized wire. There is a small movement for wire for

special purposes. There is no change in prices. We quote as follows from Toronto: No. 5, \$4.52 $\frac{1}{2}$; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$5.10; No. 16, \$5.15. The f.o.b. price Cleveland for Nos. 6 to 9 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—There is practically nothing doing. Prices are unchanged. The base price is \$3 per 100 lb.

WIRE NAILS—There is a fair movement in small lots. Base price \$3 in carlots, and \$3.10 in less quantities.

CUT NAILS—The movement is small. Prices are steady. The base price is \$2.60 per keg, Toronto, Hamilton, London and Belleville.

HORSESHOES—Business is decidedly dull. Prices are unchanged. We quote, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.75; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$5.20; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$4; snow shoes, \$4.25; light steel shoes, \$4.20; featherweight (all sizes), \$5.20.

HORSE NAILS—These are quiet and unchanged. Discount, 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

SCREWS—The demand is equal to that generally being done at this season, which, however, is light. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 $\frac{1}{2}$ per cent.; flat head bronze,

67 $\frac{1}{2}$ per cent.; round head bronze, 62 $\frac{1}{2}$ per cent.

BOLTS AND NUTS—Owing to American competition, the discount on stove bolts and tire bolts has been increased to 67 $\frac{1}{2}$ per cent. Other lines are unchanged. There is not much movement at the reduction in price. We quote: Norway bolts, full, square, 56 per cent.; common carriage bolts, full square, 65 per cent.; ditto, 5-15 and under, 60 per cent.; ditto, $\frac{3}{8}$ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 60 per cent.; bolt ends, 65 per cent.; nuts, square, 4c. off; nuts, hexagon, 4 $\frac{1}{2}$ c. off; tire bolts, 67 $\frac{1}{2}$ per cent.; stove bolts, 67 $\frac{1}{2}$; plough bolts, 55 per cent.

RIVETS AND BURRS—There is a quiet steady movement. American competition has also necessitated the reduction of prices in several of these lines with the result that carriage section and wagon box rivets, and black M rivets have been increased to 60 per cent., and iron and steel burrs 55 per cent. Other lines are unchanged. We quote: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. arton boxes, 30c. per lb.

STOVES—There is a fair movement. The orders for future delivery are rather light.

ROPE—There is not much doing. All orders coming in are for small quantities. We quote: Pure manila, 13 $\frac{1}{2}$ to 14c.; "A" quality manila, 11 $\frac{1}{2}$ to 12c.; special manila, 10 $\frac{1}{2}$ to 11c.; sisal, 9 $\frac{1}{2}$ to 10c.

BINDER TWINE—There are a fair movement of small orders. We quote: Pure manila, 12 $\frac{1}{2}$ c.; mixed, 9 $\frac{1}{2}$ c.; sisal, 9c.

NOT AT THE EXHIBITION...

Owing to the stress of our regular business, which tax our utmost capacity in filling the orders received for our goods, from all parts of the world, we are unable to make any exhibit on the Toronto Fair Ground.

But—we are anxious to have you come and see our factory and our goods when in Toronto. All Exhibition cars pass our doors.

We will make you heartily welcome, and feel sure we can show you many things that will be of great practical interest.

If you're at all concerned with any style of up-to-date, reliable fire-proof building materials, seize the opportunity while in town of inspecting the many superior lines we make.

METALLIC ROOFING CO., Limited KING and DUFFERIN STREETS, **Toronto.**
Wholesale Manufacturers.

HARVEST TOOLS—There is a few sorting orders coming in. Discount is unchanged at 50, 10 and 5 per cent.

SPADES AND SHOVELS—There is practically nothing doing. Discount, 40 and 5 per cent.

SPORTING GOODS—The delivery of guns and ammunition continues large, and the indications point to a good business in these lines this season.

CUTLERY—A good, healthy movement is being experienced. Orders received early in the season are now being filled.

CEMENT—The market is fairly active at steady prices, both locally and at outside points. We quote in barrel lots as follows: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

COW CHAINS—A few orders are coming in. Prices keep steady.

ICE CREAM FREEZERS—Business in this line is slightly increasing in volume.

CHURNS—The movement keeps up well.

SCREEN DOORS AND WINDOWS—Business in this line is practically over for this season.

METALS.

Orders for immediate shipment are quite satisfactory, while inquiries for forward delivery are better than last week. The general outlook is promising.

PIG IRON—There is little doing, as foundrymen continue to wait for a decline, which is not yet in sight. Quotations for Hamilton iron are \$19 for No. 1 and \$18.75 for No. 2.

BAR IRON—Prices show a decline of 20c., the ruling quotations now being \$1.80 and \$1.90.

PIG TIN—Demand still keeps up for small lots, the consumer only buying for immediate use, although there does not seem to be any prospect of a decline for some time to come. Local quotations are unchanged at 36 to 37c. The London market declined £1 5s. on Thursday, and, in New York, spot stock was offered at 30 to 35 points lower than on the previous day.

TINPLATES—Trade this week shows some improvement over last week in this line.

TINNED SHEETS—Business is still quiet and without feature.

BLACK SHEETS—There is a little more activity, still the demand is not large. The base price is unchanged at \$3.60.

GALVANIZED SHEETS—The movement has increased, and the receipt of many good orders has given a satisfactory impetus to business in this line.

CANADA PLATES—Import orders have started to arrive. The movement thus caused has been accompanied by a satisfactory improvement in stock shipments.

We quote: All-dull, \$3.35; half polished, \$3.50, and all-bright, \$4.

IRON PIPE—No change in conditions or prices is noted. Discounts are: Black pipe, $\frac{1}{4}$ to $\frac{3}{8}$ inch, 40 per cent.; $\frac{1}{2}$ inch, 60 per cent.; $\frac{3}{4}$ to 2 inch, 66 $\frac{2}{3}$ per cent.; larger sizes, 50 and 5 per cent. Galvanized pipe: $\frac{1}{2}$ inch, 40 per cent.; $\frac{3}{4}$ to 2 inch, 50 per cent.

LEAD PIPE—There is a moderate, though steady demand. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

LEAD—There is a good demand for pig lead. Prices are steady at 5 to 5 $\frac{1}{4}$ c. per lb.

SOLDER—A good business continues. The ruling price is steady at 21 $\frac{1}{2}$ to 22 $\frac{1}{2}$ c. for half-and-half; refined, 21 to 21 $\frac{1}{2}$ c., and wiping, 20 to 21c.

COPPER—A better movement in this line is reported, sheet copper moving particularly well. We quote 19 $\frac{1}{2}$ to 20c. for ingot, and 23 to 23 $\frac{1}{2}$ c. for sheet copper.

ZINC SPELTER—Trade has improved somewhat. Quotations are unchanged at 7 to 7 $\frac{1}{4}$ c. per lb.

ZINC SHEET—There is little doing. We quote 7c. for cask lots and 7 $\frac{1}{2}$ c. for part casks.

ANTIMONY—The movement is light, all orders being of a small character.

PAINTS AND OILS.

The market is not very active this week. Prices remain unchanged. Seal oil is rather scarce, and is somewhat firmer than last week. Castor oil continues in good demand. Turpentine is steady as yet, though the $\frac{3}{4}$ c. advance in Savannah may tend to make prices more firm. The situation in linseed oil has not materially changed, and prices are as firm as ever. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87 $\frac{1}{2}$; No. 1, \$6.50; No. 2, \$6.12 $\frac{1}{2}$; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6 $\frac{1}{2}$ c.; orange mineral, 8 to 8 $\frac{1}{2}$ c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22 $\frac{1}{2}$ c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18 $\frac{1}{4}$ c.; drums, 50 and 100

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

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With Plated Rust Proof and Guarded Spring.

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ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

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NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

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The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS', Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

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Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

lb. 18 $\frac{3}{4}$ c.; drums; 25 lb., 19 $\frac{3}{4}$ c.; tins, 1 b., 120 $\frac{3}{4}$ c.; tins, $\frac{1}{2}$ lb. 22 $\frac{3}{4}$ c.; packages, 1 lb., 19 $\frac{3}{4}$ c.; packages, $\frac{1}{2}$ lb., 21 $\frac{3}{4}$ c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 10 to 10 $\frac{1}{2}$ c. per lb. and 10 $\frac{1}{2}$ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 67c.; two to four barrels, 66c., delivered to outside points. Toronto, Hamilton, London, Sarnia, Walkerville, Chatham, Dresden, Wallaceburg and Amherstburg, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The market has a firmer tone this week, on account of the threatened strike in Belgium, which makes the agents there rather chary about accepting orders until they have cabled their employers. Otherwise, there is no change; prices remain as before. We quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united inches, \$6, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL.

The demand is somewhat better, though trade is still quiet. An advance of $\frac{1}{4}$ c. per lb. in new light scrap copper will be noticed. Heavy copper has advanced 1c. Scrap rubber is $\frac{1}{4}$ c. higher. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12 $\frac{1}{4}$ c. per lb.; bottoms, 10 $\frac{1}{2}$ c.; heavy copper, 13c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 10 $\frac{1}{2}$ c.; scrap lead, 2 $\frac{3}{4}$ c.; zinc, 2 $\frac{1}{2}$ c.; scrap rubber, 5 $\frac{1}{2}$ c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

PETROLEUM.

The demand is increasing for oil for early fall delivery. Prices are steady and unchanged. We quote: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, 17 $\frac{1}{2}$ c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

84,000 Daily Production.
5 Factories. 5 Brands.

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For sale all over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
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BRITISH PLATE GLASS COMPANY, Limited.

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Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, engraved, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.; 128 Hope Street, Glasgow; 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

COAL.

The situation is unchanged. The demand is still light. We quote for August shipments, for anthracite on cars at Buffalo and bridges as follows: Nut, egg and stove, \$4.50 per gross ton, or \$4.01 per net ton; grate, \$4.25 per gross ton, or \$3.79 per net ton.

MARKET NOTES.

The discount on stove and tire bolts has been increased to 67 $\frac{1}{2}$ per cent.

Bar iron has declined 20c., and is now quoted at \$1.80 for carlots and \$1.90 for smaller quantities.

The discount on carriage section and wagon box rivets, and iron or steel burrs, has been increased 10 per cent. The discount on the rivets is now 60 per cent., and on burrs 55 per cent.

HALF-AND-HALF SOLDER.

IN the interests of fair dealing and honest nomenclature, it seems in order to call attention to the misuse of the words "Half-and-half" which has grown up in the trade in connection with the manufacture and sale of solder, says The Metal Worker. The term in its strict meaning is intended to denote a mixture containing fifty per cent. of new tin and fifty per cent. of new lead. Yet, it is no secret that the words "half-and-half," as very often used nowadays, are made to cover many qualities of solder that are not composed of strictly equal parts of the two metals.

The custom of putting on the market, either by manufacturers or jobbers, solder run in molds and designated as half-and-half, but qualified by a term such as "commercial," "market," etc., which, to the initiated, means that it is not what it assumes to be, is one that cannot be defended from the point of view of honest dealing. It cannot be otherwise than misleading, even if the majority of consumers understand that in buying a qualified half and-half solder they are getting something that has a larger percentage of lead in it than of tin.

The practice may be defended on the ground that it is a trade custom. But it is a bad custom that suggests deception, and such bad customs should be changed. A solder which contains 55 or 60 per cent. of lead to 45 or 40 per cent. of tin is not, in any sense, a half-and-half solder, and should not be so termed. That much of the so-called "half-and-half" solder now on the market is not what it is called, is very evident from the fact that anyone to-day can buy grades so denominated at prices which are much below the wholesale value of new tin and new lead at the time of purchase.

It is only just to the manufacturers of solder to say that some of them have steadily held up the standard of quality and refused to mark or quote as half-and-half any solder that is not strictly so composed, and they have done so at the risk of losing the custom of some consumers who do not take the trouble to investigate the merits of the case, and with whom price is the first object, regardless of quality. But such makers have established a reputation for their product which gives it an enviable standing with the trade as an honest article that can always be relied upon.

PERSONAL MENTION.

Mr. Taylor Webb, representing The Thos. Davidson Manufacturing Co., who has been away doing special work, is again in our midst, and will be on his old ground regularly for the future.

Mr. Andrew G. Buckham, hardware merchant, Brampton, Ont., is making an extensive tour through Manitoba and the Northwest Territories.

W. H. Cushing is placing new machinery in the Edmonton Planing Mills, Edmonton, N.W.T., to manufacture storm windows on a large scale.

The sawmill of W. & J. Baillie, at Aylmer, Ont., has been totally destroyed by fire. It was worth \$22,000, and had an insurance of \$9,500. About 120 men were employed in it.

MANITOBA MARKETS.

WINNIPEG, Aug. 13, 1900.

THIS market presents no change in prices for the week. Business is fair, but the amount of building hardware being sold is less than was anticipated earlier in the season. Although prices have remained unchanged, there is a general feeling that there will be a drop before long on some lines. Quotations for week are as follows:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire	3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.90 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge.	3 75
28 gauge.	4 00
Galvanized American, 16 gauge.	4 25
18 to 22 gauge	4 50
24 gauge.	4 75
26 gauge.	5 00
28 gauge.	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots.	8 00
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	11 25
" ¾	11 75
" ¾ and 5-16	12 25
Manila, 7-16 and larger	15 00
" ¾	15 50
" ¾ and 5-16	16 00
Solder	23 ¾
Cotton Rope, all sizes, lb.	15
Axes, chopping	\$ 7 50 to 12 00
" double bits.	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round	70 p.c.
Flat " brass.	70 p.c.
Round " "	60 and 5 p.c.
Coach	57 ¾ p.c.
Bolts, carriage.	42 ¾ p.c.
Machine.	45 p.c.
Tire	55 p.c.
Sleigh shoe.	65 p.c.
Plough	40 p.c.
Rivets, iron.	37 ¾ p.c.
Copper, No. 8, lb.	33 ¾ p.c.
Spades and shovels.	40 p.c.
Harvest tools.	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 75
No. 1.	1 25

Linseed oil, raw, per gal.	92
" boiled	95
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.	30 p.c.
" military	15 p.c.
American R.F.	40 p.c.
C.F. pistol.	10 p.c.
C.F. military.	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge.	16 50
chilled, 12 gauge	18 00
soft, 10 gauge.	21 00
chilled, 10 gauge.	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	7 25
Chilled.	7 50
Powder, F.F., keg.	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned.	75 and 2 ½ p.c.
" plain.	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.
Turpentine, by barrel.	80c.
Less than barrel.	85c.

THE NAMES OF FIRMS.

A law passed at the last session of the New York Legislature, and which goes into effect on September 1, is worthy of some attention. The law provides that hereafter no person or persons shall carry on or transact business in the State under any assumed name or under any designation, name or style, corporate or otherwise, other than the real name of the individual or individuals carrying on such business, unless, after filing in the office of the clerk of the county where such business is carried on, a certificate setting forth the name under which the business is to be transacted and the true full name or names of the person or persons conducting the business, with his or their post office address. Persons now carrying on business under an assumed name, or under any designation other than the real name, are required to file a certificate such as is above described within 30 days after the Act takes effect, and any person failing to file such certificate is declared guilty of a misdemeanor. The object of the law is to prevent the use of assumed names or of corporate names where there is no real incorporation.—Bradstreets.

THE VALUE OF REGULAR HABITS.

Habit is the rule of doing things in a regular, consecutive way, says an exchange. If a business man makes himself accustomed to regular habits, to doing things at the right time, in the right way and at the right place or opportunity, he has solved the problem of business success. It is easy to put ourselves in the way of regular habits, but it is even more easy to get in the way of irregularity. Certain times for doing certain things make a good rule by which to simplify and expedite management. Many business men have a schedule by which they regulate their movements, and it is a sufficient commentary on the value of methodical habits that they are always among those who have made a success of their affairs.

A BUSINESS MAN'S WILL.

THE late John Hallam's life affords an excellent example of what energy, honesty and business methods can do for a young man in Canada. Coming to this country a poor boy, he worked his way up by his own industry to the position of one of Toronto's foremost business men. He had no capital to start in life with, and what he made was wholly through his own business.

The net value of the estate was \$251,607.68. The bulk of the property is left to the widow, to be, in turn, left to his sons and daughters, \$25,000 to each of the daughters and \$40,000 to each son, when they become 21 years of age. The residue of the estate upon the death of the widow is to be divided equally among the children of the deceased. The death of one or more of the children leaves their shares of the property, if they have no heirs themselves, to the other children. If any child should die, leaving lawful issue, those surviving such issue should have the share their parents inherited, equally divided amongst them. In case all the children of the deceased should die before becoming 21 years old, without heirs, all their shares in the estate go to the Hospital for Sick Children in its principal building on College street, Toronto.

The shares left to the daughters when they become payable are to be held by a trust company, appointed by the executors of the will, to be invested by them for the daughters. But it is repeated that they shall receive no income until the death or remarriage of the widow of the deceased.

The personal representatives of the estate, if they think fit, may advance to the sons amounts out of the corpus of the estate, for education or business enterprise, etc.; these advances are to be charged at 4 per cent. per annum against the shares of the son on whose behalf they are made.

The personal representative may continue investments or change them from time to time as he may think fit; he may also sell any or all the real estate, including the residence. The executors are advised if they think proper to continue the business, and if at any time they think it advisable to sell it, they are at liberty to do so. The money derived from such sale is to be invested in proper trustee investments and to be part of the corpus of the estate. The executors are also empowered to advance to the sons any money they may think advisable out of the shares of each son, but not to make such advances so as to seriously deplete the income of the widow.

The widow is left the residence with all its contents. The will closes with the direction that the sons shall receive the very best education obtainable in this country.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

JULES COTE, general merchant, Lac Bouchette, Que., has assigned; the creditors meet on August 20.

A. R. Hudon, general merchant, Herbertville, Que., has assigned.

Eugene Moreault, general merchant, Stancour, Que., has assigned.

Joyce Bros., general merchants, Fernie, B.C., have assigned to John A. McLean.

Tel. Riche, general merchant and saw-miller, Port Maskinonge, Que., has assigned.

Theodore S. Willis, general merchant, Markham, Ont., has assigned to J. H. Widdifield.

Telephore Piche, sawmiller and general merchant, Point de Maskinonge, Que., has assigned; creditors meet August 21.

Edward Brownell, general merchant, Sheet Harbor, N.S., has assigned to G. E. Faulkner; creditors meet on August 15.

SALES MADE AND PENDING.

The assets of J. A. Costello, general merchant, Brudenell, Ont., are to be sold.

Squires & Findley, harness dealers, Carman, Man., have sold out to Wood & Reid.

The stock of A. F. Elliot, general merchant, Alexander, Man., was sold by auction on August 13.

The assets of Mrs. Francois Dumas, hardware merchant, Quebec city, are to be sold August 22.

Lester & Co., general merchants, Kingsville, Ont., have sold out to E. Berube, Amherstburg, Ont.

The assets of H. Boily, general merchant, Sayabec, Que., were sold August 15.

James Brown & Co., hardware dealers and plumbers, Leamington, Ont., have sold out to Mettam & Lendon.

The stock of the estate of T. C. Forbes, general merchant, Rothwell, Man., was sold by auction August 16.

The real estate of Edmond Wodon, general merchant, St. Ambroise de Keldare, Que., is to be sold August 30.

The property of the estate of the late Rod. McDonald, blacksmith, Antigonish, N.S., is advertised for sale August 29.

The assets of the estate of J. L. Johnston & Co., hardware merchants, Edmonton, N.W.T., are advertised for sale by tender.

CHANGES.

Elliot Thompson, blacksmith, Peachland, B.C., has been succeeded by B. N. Richards.

Mary C. Fortune, general merchant, River Bourgeois, N.S., has given up business.

Cooper & Zimmerman, general merchants, Oil Springs, Ont., have been succeeded by Hewitt & Zimmerman.

Charles Addison, harness dealer, Arm-

strong, B.C., has been succeeded by Addison & Christian.

Simms & Thompson have succeeded Frederick Simms, blacksmith, Wawanese, Man.

J. Storey, wholesale and retail harness dealer, Vancouver, B.C., has been succeeded by Storey & Carsons.

PARTNERSHIPS FORMED AND DISSOLVED.

W. L. MacKenzie & Co., manufacturers' agents, Winnipeg, Man., have dissolved.

Thomas Walsh, jr., and Harry J. Walsh have registered a copartnership in Halifax as Walsh Bros., painters.

The Hugh McLean, Co., Limited, lumbermen and general merchants, Brigg's Corner, N.B., are applying for incorporation.

FIRES.

The London (Ont.) Foundry Co., Limited, have sustained loss by fire.

Robert Miller, sawmiller, Ymir, B.C., has sustained a loss by fire.

Levitte Picard, sawmiller, St. Gabriel, Que., has been burned out; not insured.

The shop of W. A. Vosburg, blacksmith, Beamsville, Ont., has been damaged by fire.

The sawmill, etc., of W. & J. Baillie, sawmillers and lumbermen, Aylmer, Que., has been destroyed by fire; partially insured.

The buildings and machinery of John Briggs & Son, sash manufacturers, Brockville, Ont., have been damaged by fire; insured.

DEATHS.

Joseph Grace, painter, Montreal, is dead.

Henry Walters, sr., of Henry Walters & Sons, axe manufacturers, Hull, Que., is dead.

THE PROFIT QUESTION.

How can I make a profit out of my business? This, says Stoves and Hardware Reporter, is a stereotyped question that may receive a variety of replies, some of which may be answered in a negative way. Don't carry a stock that is too large for the capital. Don't buy goods that your trade will not appreciate or does not need. Don't neglect the stock or the store and don't neglect the customers. Don't fail to maintain a good credit. Don't give unnecessary credit and don't fail to remember that a moderate profit for cash is better than a higher profit on the books. Don't ignore small things, especially the little leaks, nor omit to consider the main point of all—that the best way to make a business profitable is by keeping incessantly at it.

The Wolfville Coal and Lumber Co., Wolfville, N.S., have bought out the firm of Caldwell & Borden, coal dealers.

THE CANADA PAINT CO'S

AMBERITE VARNISHES

are superior to all others.

Every original package is closed with a brass seal. The word "AMBERITE" is registered and the label is copyrighted. For prices see catalogue, pages 40, 41 and 42.

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Amberite Fine Medium Rubbing Varnish
Amberite Best Black Rubbing .. Varnish
Amberite Best Elastic Carriage.. Varnish
Amberite Fine Medium Carriage.. Varnish
Amberite Pale Coach Gold Size... Japan
Amberite Coach Brown..... Japan
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THE CANADA PAINT CO. LTD.

MONTREAL and TORONTO.

THE FAT YEAR IN THE N.W.T.

THAT the cereal crops in the Canadian Northwest Territories will be heavy is every day becoming more evident.

A despatch from Battleford estimates the yield of wheat at 42 bushels per acre, of rye at 45 bushels per acre, of barley at 50 bushels per acre and of oats at 75 bushels per acre. And these figures, we are told, are conservative.

The only regret is that the Northwest Territories are not as thickly populated as even Manitoba, to say nothing of Ontario, so that the business men of the Dominion might reap a greater advantage which would of necessity follow were there a larger army of farmers to take advantage of the fat year which the Territories are enjoying.

But the population of the Territories is growing. It has grown a great deal during the past year, and it is promising to grow a great deal more during the next year, and, in fact, for a great many years to come. And the men who are coming in to take up the productive land are not alone from the thickly populated countries of Europe, but also from the Western and Middle States of the neighboring republic.

Taking it all around, there are probably no more promising wheat lands in the world than those in Manitoba and the Northwest Territories, and as this fact becomes more generally recognized they will pass under cultivation.

The lightness of the crop in Manitoba this year is a decided exception, just as is the cause of it—want of rain. Where there has been damage to the crop in past years it has been toward the end of the season, and has been due to frost. But damage by frost to the wheat crop in Manitoba is becoming a thing of the past. And it promises to be eventually as much a thing of the past as it now is in Ontario.

It is the exception, we are told, that proves the rule. It is certainly the exceptionally poor yield of wheat in Manitoba that makes one think of the good crops which have been the rule in past years.

No country in the world has good crops of wheat or of any food product in perpetuity. But the wheat lands of Ontario, Manitoba and the Northwest Territories come as near to it as those of any other country in the world. Think of the experience of Russia, of India, of the Argentine Republic and of Australia, and one can scarcely come to any other conclusion.

BRAINS IN BUSINESS.

The fact that a man is the proprietor of a successful business of his own presupposes the possession by him of something more than average ability, for the organization

and management of a successful business is not accomplished by the untrained mind. To achieve success there must be force somewhere. In some men it is found in ability to plan; in others in a personality that forces others to do as the former wishes; in a few instances ordinary mental power, coupled with unwearied diligence, have forced a successful result. But this fact is patent; it is brain work, not manual labor that counts. The business man who stands about and looks on is a better business man than the one who spends his every working hour in detail work. The profitable business is made by successfully utilizing the labor of others. A man's powers for personal effort are limited; he must depend upon others to help him. His task is to derive a profit from the labor of those he employs. To do this he must have leisure to plan, to watch, oversee and direct. He must not occupy his time so that he cannot do this. The minute that a business man permits the details of his business to master him he loses the mastery of his business. He should select the proper men and leave the attention of details to them.

QUESTIONS AND ANSWERS.

WHERE TO DISPOSE OF STURGEON OIL.

A. W. H. writes: Will any of your readers tell me where I can sell a quantity of sturgeon oil? I got it from the man who took it out of the fish, and cannot find what it is used for or who to sell it to.

[Remarks.—We have, on inquiry, found that sturgeon oil is used by wholesale drug houses, but not until it has been refined. The Queen City Oil Co., Limited, and other such refineries should be able to give subscriber the information desired.—THE EDITOR.]

OBLONG BUTTER MOULDS WANTED.

Answer.—In reply to J. & N., who last week asked for the names of manufacturers of oblong butter moulds, 2-oz. prints in $\frac{1}{4}$ -inch squares, The Canadian Dairy Supply Co., 327 Commissioners street, Montreal, write: "The only butter moulds that we can get for our customers are the ordinary square butter moulds, with prints divided into $\frac{1}{8}$, $\frac{1}{4}$, $\frac{1}{2}$ and 1-lb. squares. Moulds can be made almost any size to suit customers. We have no catalogue of the same, but will quote price on special order by your order, on receipt of necessary information."

A BLANK HARDWARE LIST.

Answer.—In reply to A. & B., who, last week asked for the name of a publisher of a blank hardware list, bound, M. Weichel & Son, Elmira, Ont., suggest the name of David Williams & Co., New York City, and

A. W. Humphries, Parkhill, Ont., highly recommends Buell & Lamberson, 97 Chambers street, New York City.

SAINT PAUL TRADE JOURNAL.

The annual number of The Saint Paul Trade Journal is out, fully describing the business places, stores, factories, etc. of St. Paul, Minn., "the gateway of the great Northwest." It is a book of some 120 pages, with a paper cover printed in striking colors and with rather an original design. The interiors and exteriors of the great wholesale and retail places of St. Paul are illustrated with many half-tone engravings. The public buildings, docks, etc., also receive their share of attention. A number of half-tones of the prominent business men of the city with their places of business described and illustrated are also found in this book, which cannot fail to impress one with the business-like character of St. Paul.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE.

HARDWARE and tinware business and premises for sale; live village in N.W.T.; good wheat market; fine opening; intend quitting business. Address Box 8, HARDWARE AND METAL, Toronto. (34)

FOR SALE.

A GOOD HARDWARE BUSINESS IN ONE of the best manufacturing towns in Canada. Stock light, well assorted. Apply to Albert Ziemann, Preston, Ont. (33)

Portland Cements

BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.

135-137 Victoria Street and 2-4 Victoria Lane.

Toronto, August 17, 1900.

Toronto Plate Glass Importing Co.

WINDOW GLASS IMPORTERS

BEVELLERS AND MIRROR MAKERS

Glass Shades and Stands.

All Agreements contingent upon FAILURES, strikes, accidents, changes in Customs tariff or other causes beyond our control.

Dear Sir,--

We beg to advise you that we have quite recovered from the disorganization caused by our recent fire. We are accordingly prepared to fill all orders promptly.

Our Mirror and Bevelling manufactory is now situated at 11 and 13 Jarvis Street, Toronto, and our office and warehouses are still situated at the above address, where our stock of PLATE, WINDOW AND ORNAMENTAL GLASS was practically untouched by the fire. In addition to this, we have now at the Freight Sheds heavy shipments of Plate, Window and Mirror Glass, leaving us as resourceful as ever to do our extending business in glass.

Kindly favor us with your orders and enquiries, and accept our thanks for past favors.

Yours truly,

TORONTO PLATE GLASS IMPORTING CO.

STAINED, LEADED ART GLASS AND MEMORIAL WINDOWS.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.



Van'tuyl & Fairbank

Petrolia, Ont.
Headquarters for . .

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

McLaskill, Dougall & Co
Time Varnish & Japan
Manufacturers.
Montreal
Price Lists on application

COOPER PATENT ELBOWS

Bright and Common.



S. HEIPE'S PATENT STOVE PIPE.

E. T. WRIGHT & CO.

Sole Manufacturers
HAMILTON, ONT.



"JARDINE"

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

STANDING SEAM SNOW SHOE IRONS

(PATENTED)



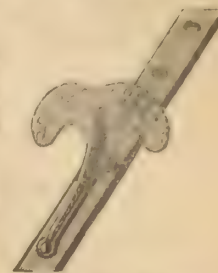
For Standing
Steam.

These irons are for standing seam metal roofs, the lugs
shown clinching through the seam. No rails are needed as
they are spaced properly, but the rail can be added if desired.
We also make one for slate roofs, and besides acting as a
snow breaker these irons improve the appearance of a
building.

BERGER BROS. CO.

231 and 237 Arch St., Philadelphia.

Factory at Germantown Junction.



For Slate Roofs

MANUFACTURERS

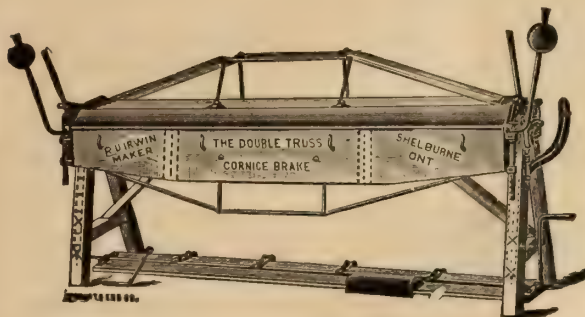
Babbitt Metals . . .
Tinners' and Plumbers' Solder
Ingot Brass, etc.

IMPORTERS AND DEALERS

Pig Tin, Pig Lead
Ingot Copper . . .
Antimony, etc.

SYRACUSE SMELTING WORKS.

Factories: MONTREAL,
and SYRACUSE, N.Y.



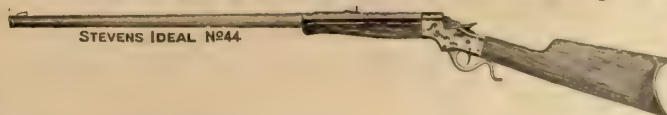
This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

STEVENS IDEAL, NO. 44

STEVENS IDEAL No 44

This is as reliable and
accurate a rifle as can be
constructed. Placed at a
moderate price to meet the
demand for such a rifle. It
is recommended without
qualification and fully guar-

anteed. Made in the following styles:

.22 Long-Rifle R. F., 25 Stevens R. F., and .32 Long R. F. Standard length of barrel for rim-fire
cartridges, 24 inches. Weight 7½ pounds.

.25-20 Stevens C. F., .32-40 C. F., .38-55 C. F., and .44-40 (.44 W. C. F) Standard length of barrel
for center-fire cartridges, 26 inches. Weight, 7¾ pounds.

Half-octagon barrel, oiled walnut stock and fore-arm, rifle butt, case-hardened receiver, sporting rear
and Rocky Mountain front sight.

Price, with standard length of barrel, \$13.00.

Can be obtained of any of the leading jobbers in Canada at liberal discount from this price.

Send for complete catalogue of our full line of Rifles, Pistols and Machinists' Tools.

J. Stevens Arms & Tool Co., P. O. Box 217, Chicopee Falls, Mass., U.S.A.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT
TWEINE MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HEATING AND PLUMBING

THE APPRENTICESHIP QUESTION.

"**M**ANY people are of the opinion that the apprenticeship question has been disposed of by the customs which prevail in the majority of trades to-day, and which have prevailed for several years back," says a writer in *The Metal Worker*. "So far as plumbers are concerned it is only necessary to talk with any busy master plumber to find that he is conscientiously opposed to taking upon himself the obligations which go with the indenturing of a young man as an apprentice. There are two sides to such an indenture contract. One is that the master plumber agrees to teach his apprentice. In the past, when the master did more or less of the hard work himself and spent a great deal of his time with his workmen, he could watch and instruct his young apprentice. In these times such a course is out of the question in all large cities, and the customs of the trade make it equally impossible for the plumbers in the country. In view of this fact, does it not seem foolish to talk about the apprenticeship question?"

MODERN EDUCATIONAL ADVANTAGES.

"There is another condition which must be considered in connection with the custom of apprenticing young men. The fund of general information and education possessed by the boy of to-day who has reached the age and has the size to be available as an apprentice to the plumbing trade is very much greater than that possessed by the boy who was apprenticed at the time when the custom of apprenticeship was in vogue. Our public school system is far better and the result is that a boy who is old enough and big enough to go to a trade possesses the intelligence to learn all that can be taught him in much less than a five-years' apprenticeship. No father or mother having a conscientious interest in the welfare of their children, would ever sentence a child to hard labor for five years, or call upon him to submit to the indignities and drudgery that are incurred in learning a trade under the old customs. Boys who have a good school education and are properly brought up are those who are needed in the plumbing trade, and not boys of low intelligence or breeding. A boy with a good education and of the age suitable for the trade, will naturally have some self respect and dignity, which is commendable; but he will find, instead of encouragement, everything to discourage such feelings in

his first six months in any shop to-day. His education will lead him to be inquiring, oftentimes asking questions which those with whom he is working are unable to answer correctly, and which it is his right to know if justice is done him by his employer.

THE TRADE SCHOOL.

"There is no question but that the trade school has come to stay, the strength of its position lying in the fact that a boy can, and will, learn more, theoretically and practically, in the few months of his course at the trade school, than he will in a year or more of work for his employer and with the best journeymen. He will come from the trade school, however, with an exalted notion of his knowledge and ability, which must be toned down in the school of experience, in order to be of much value to him. The apprentice who has followed a journeyman plumber around from job to job, acting as porter, will gather a fund of invaluable information while he watches a valve seat repaired here, a new washer put on there, a water-back coupling tightened, a new joint wiped under difficult conditions, a water-closet reset, the singing of a ball cock stopped and the thousand and one things which the trade school boy has never seen or dreamed of. To my mind, it would be a good thing to refuse to indenture any boy to the plumbing trade until he has a certificate that he has taken the course in the trade school in any locality where there is a trade school available. Then he can very quickly become a source of profit to his employer by becoming a good workman.

THE QUESTION OF PROFIT.

"Now we have hit on a most important feature of the case. Men never apprentice boys at any trade, at present, unless they hope to make a profit out of their labor. There can be no doubt that the apprentice has always been very much underpaid, particularly if he was bright and his employer was conscientious in teaching him as fast and as much as possible, so as to bring him early to the point of being an efficient workman. On the other hand, no one conversant with the trade will doubt that in far too many instances the journeymen with whom apprentices have to work interfere as much as possible with a boy making progress in his trade. This practice has discouraged many apprentices so that they lost interest in their business and

became time-servers, and at the end of their time had acquired very little of the knowledge which according to their indenture their masters were legally bound to impart to them. It has grown, under the business customs of to day, to be profitable to have apprentices. In many instances they are called upon to do work that ordinarily would be done by a laborer who would require twice as much money for the work done.

RESTRICTING THE NUMBER OF APPRENTICES.

"The proposition to restrict the number of apprentices in a shop is clearly in the line of reducing the number of good journeymen plumbers, and thereby to hold up the wages. The very fact that the journeyman plumber has been paid good wages for a number of years and has had a boy to do most of the disagreeable and laborious work for him has made it the aim of many young men to become plumbers. It is doubtful if any legislation by the association can interfere with this ambition of the young men.

SHORTER APPRENTICESHIP TERM.

"If they are to be high grade workmen capable of doing the advanced work that will be required in the near future, it is a matter of public interest that they shall have a good chance to learn their chosen trade speedily and become masters of the theory and proficient in the practice of it. There is no better way of reaching this aim than to spend the necessary time and money in taking a course in one of the trade schools, either before entering upon an apprenticeship or during an apprenticeship. If this is followed, it goes without saying that these young men will be able in three years' time to do their work as well as the apprentices under the old system were able to do it in five years' time. Consequently, I am in favor of a three years' apprenticeship, instead of a sentence of five years' apprenticeship to hard labor and drudgery."

MONTREAL PLUMBING CONTRACTS

Mr. Jos. Lamarche has obtained the contract for the steam-heating of Laporte, Martin & Cie's warehouse, and will also look after the steam heating and plumbing of L. Martineau & Co.'s new confectionery factory on Shaw street, Montreal.

Lessard & Harris have taken the entire contract for the erection of a large building, 100 x 40 ft., on St. Catherine street, for The Guaranteed Pure Milk Co. They will, of course, relet all work not in their line.

They also have the contract for the plumbing and heating of a convent at Nominigue, Que., and another for the plumbing, heating and roofing of a new building for The Credit Foncier F. Co., to be erected on Dubord street.

Carrol Bros. have the contract for the plumbing and heating of two houses for Mr. Tiron on St. Antoine street.

PLUMBING NOTES.

The fourth annual picnic of the journey-men plumbers and steamfitters of Montreal will be held at St. Rose, Que., on Saturday, August 25. The train will leave Place Viger station at 8 o'clock a.m.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

PLUMBING Recommendation

A satisfied customer—the kind that will come again—is obtained by good work and good goods.

The J. M. T. Cushion-Disc Faucet is a good one. Made in the different varieties for Bath, Basin, Sink and Laundry. Has a double washer, prevents hammering, unique in design. An advertisement for the plumber who uses them. The trade supplied by

The Jas. Morrison Brass Mfg. Co.
TORONTO. Limited.



HOT WATER INSTANTLY, NIGHT OR DAY.

Boiling Water in a Minute.
Hot Bath When Wanted

EWART'S "LIGHTNING" GEYSER

FOR GAS OR OIL.

346 EUSTON ROAD, LONDON, ENGLAND.
Illustrated Price List Free.

ORDERS SOLICITED FROM THE

Jobbing Trade

For

BANNER Cold Blast LANTERNS
CLIMAX Safety Tubular LANTERNS
BANNER Lamp Burners
GLOBE FILES and RASPS
GURNEY Standard SCALES

The best goods are the cheapest.

For Catalogues and Prices, address,

WALTER GROSE, Montreal
Sole Selling Agent.

ADVERTISING in WESTERN CANADA will be Carefully, Efficiently, and Promptly attended to, by
The Roberts Advertising Agency,
WINNIPEG, CANADA.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon

KNOX HENRY

Heavy Hardware and Metal Broker
Room 220 1/2, Board of Trade, MONTREAL.

SPECIALTIES C. B. R. Horse Nails, Canada Horse Nail Co.

BOLTS Tire and Stove Bolts, of R. S. Craft Screw Co.

BRASS GOODS Gun Castor Co., Birmingham, Eng.

Berlin Felt Boot Co.

BERLIN, ONT.

Manufacturers of

Guaranteed
BEST and
CHEAPEST
in the
market.

HAIR FELT

Made in
1/2 INCH
3/4 "
1 "

For Water and Steam Pipe Covering.

We keep a Large Stock to make Prompt Shipments.

AS GOOD AS THE
BEST, AND BETTER
THAN MOST.

The Bailey



Cutlery Co.

BRANTFORD, CAN.

Send for Catalogue
and
Price List.

HARRINGTON & RICHARDSON ARMS CO

WORCESTER, MASS., U. S. A.

Makers of

High Grade **REVOLVERS**

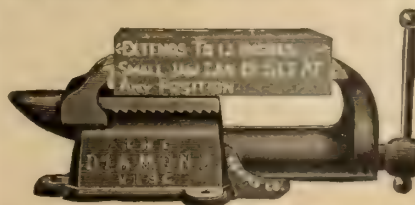
SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere.



DIAMOND VISE AND DRILLING ATTACHMENT

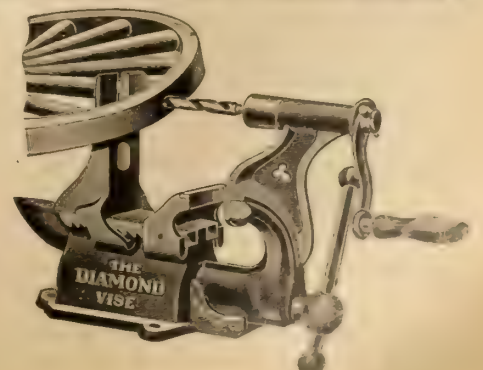
U. S. Patent Jan. 15 '95. Canadian Patent July 22, '95.



JAWS are faced with steel 7/8 inch wide, 4 inches long, firmly fastened to jaw, checked and hardened.
VISE weighs 38 pounds. DRILL weighs 13 pounds.
For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.
Made by A. E. Woodyatt & Co., Guelph, Ont.



BUILDING NOTES.

WORK 'will shortly commence on a rectory for St. John's church, York Mills, Ont.

A public school is being built at Point Edward, Ont.

Harrow House School, in Halifax, N.S., is being rebuilt.

Arnold Way is building a large residence in Bethel, Ont.

A brick Presbyterian church will be built at Edmonton, N.W.T.

Manford Lorrimer is building a residence at Grand Harbor, N.B.

A new Roman Catholic church will be erected at Kinkora, P.E.I.

An additional storey will be built on the Campbell Block, Winnipeg.

An addition to the Deaf and Dumb Institute, Winnipeg, Man., is to be built.

An office for the Winnipeg Public School Board will shortly be erected in that city.

James Forsyth is about to build a brick-veneered dwelling in Ottawa; cost, \$1,000.

Mrs. Bridget Watson will build three brick-veneered tenements in Ottawa, to cost \$2,800.

I. L. Newton is building a large store in Grand Manan, N.B. It will be heated by a furnace in the cellar.

The contract for the new academy building at Sydney, N.S., has been awarded to Schurman, Lefurgy, Clark & Co., for \$24,965.

J. E. Diamond is erecting a building in Campbellford, Ont., for two stores. Mr. Diamond will use one himself as a harness store.

A new college residence will soon be completed in Mount Allison, N.B. It is to contain about 120 rooms, including kitchen, washroom, bakery, etc.

The following building permits have been issued this week in Toronto: Rolph, Smith & Co., three additional brick storeys to warehouse, 49 Wellington street west, \$2,700; Toronto Electric Light Co., three-storey brick workshop, Esplanade, near Scott street, \$10,000; Ald. Jas. Frame, two storey brick and stone detached dwelling, Brooklyn avenue, near Queen street east, \$2,000; Steele, Briggs & Co., fourth storey, brick addition to factory, 105 and 107 Front street east, \$4,500.

HALIFAX PLUMBERS' DIFFICULTIES

The chief clause in the plumbing rules and regulations that is causing the trouble amongst Halifax plumbers is as follows:

"To entitle any person to a license under the next preceding section, he shall be of the full age of 21 years and have a place of

business as a plumber in the city of Halifax, and shall furnish to the board of plumbing examiners sufficient evidence that he is himself a practical and experienced plumber, and his license as a master plumber, when issued, shall be kept in a conspicuous place in his place of business."

Different constructions are placed upon it by lawyers of the city, and it has already been before the Government twice for their explanation. It is to come up again this week, when, it is thought, a note of explanation will be added to this clause in the printed plumbing by-laws.

PLUMBING AND HEATING NOTES.

Lapierre & Laberge, plumbers, Montreal, have dissolved partnership.

E. C. Mount & Co., plumbers, Montreal, are offering 25c. on the dollar.

James Brown & Co., plumbers, etc., Leamington, Ont., have sold out to Mettam & Lendon.

Mrs. Charles Vegina has registered proprietress of Charles Vegina, plumber, Quebec city.

Blyth & Watt, plumbers, Ottawa, have fitted up the second floor of their building for showrooms, and they now exhibit their closets, etc., in full working order there, the water for all being supplied by a tank in the attic of the building.

MONTREAL PLUMBING CONTRACTS

Mr. J. U. Hughes has been awarded the contract for the plumbing, heating and lighting of the addition being erected to the C.P.R. Windsor street station. This is one of the most important contracts let in Montreal this season.

KEEPING TRACK OF SHOP WORK.

In the following letter a house in Michigan, who do shop work in connection with their hardware and metal business, describe in Metal Worker their method of keeping track of jobs:

We have a boss tinner who is fairly careful and accurate about charging of work done. Then we have figured out the exact cost of a sheet of each grade of tin we use and the cost of a square foot of each gauge of sheet iron. Solder is guessed at, except in large jobs, when the exact weight is kept.

For many standard articles which we are making every little while, we figure out the net cost and then add the profit to make a fixed selling price. On irregular jobs we try to figure it accurately, but it is principally a matter of guess; we usually try to guess high enough.

Our worst feature is the competition of irresponsible tanners who don't know how to figure a job at all. We continually have to make stuff at cost or less to hold trade.

A PROMISING YOUNG MANAGER.

MR. ROBERT D. MUNRO, JR., who has assumed charge of the British America Paint Co., at Victoria, B.C., is still a comparatively young man, having been born in Glasgow in 1874. His early education he received in the Scottish metropolis, which has been famed for turning out well-grounded business men. On entering his business career, he was at once associated with his father, who was at that time managing partner of Alexander, Fergusson & Co., one of the oldest and best-known paint and color firms in Great Britain. When Mr. Munro, sr., took charge of the Montreal branch of Alexander, Fergusson & Co.'s business, his son, of course, came to Canada with him. Time came when the Canadian end of this British business was merged into The Canada Paint Co., and the son still continued in the same office with his father. Indeed, he continued at the same desk, for, during almost all his 11 years' apprenticeship, he has been his father's intimate assistant. In this way, he has gained a knowledge of the business of paint-making which very few young men have the opportunity to acquire. Of late, he has been what one may call a supervising factory clerk, keeping tally on all the products coming into the works, tracing their progress through the different stages of manufacture, testing the quality of each product before it is declared fit for sale, and, withal, keeping his father and the other managers posted as to what was going on in the works.

The responsible duties he was thus called upon to perform were fulfilled acceptably to everyone in the establishment and with great credit to himself. So, although he is young in years, he is ripe in experience, and that he is competent to fill his newly-acquired position, no one that knows him doubts. His knowledge of the business is thorough in all its departments, and he is just as capable of making up a formula for a required color as he is of overseeing the cashier or answering correspondence. Under his management we feel safe in predicting a successful future for The British America Paint Co.

Mr. Munro will be very much missed by his confreres in The Canada Paint Co., and it was with deep regret that his hurried departure prevented their giving him a testimonial of their regard. However, the occasion may arise, and then—

British Columbian hardwaremen will find in him a steady, bright young man who knows his business.

The British America Paint Co., Victoria, B.C., are adding more plant to their works, in anticipation of an extending business.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to MONTREAL, QUE.
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co., - Galt, Ont.

We Manufacture

AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

CURRENT MARKET QUOTATIONS

August 17, 1900.

These prices are for such quality and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 36	0 37
traits	0 36	0 37

Tinplates.

Charcoal Plates—Bright		
M.L.S., equal to Bradley	Per box	
I.C., usual sizes	\$7 00	
I.X.	8 50	
I.X.X.	10 00	
Famous—		
I.C.	7 50	
I.X.	8 50	
I.X.X.	9 50	
Raven & Vulture Grades—		
I.C., usual sizes	5 25	
I.X.	6 25	
I.X.X.	7 25	
I.X.X.X.	8 25	
D.C., 12½x17	4 75	
D.X.	5 50	
D.X.X.	7 50	

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	4 60	
I.C., special sizes, base	4 85	
20x28	9 50	

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	9 50	
I.X., Terne Tin	11 50	

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs	Per lb.	
14x60	0 07	0 07½
14x65		

Tinned Sheets.

72x30 up to 24 gauge	0 08	0 08½
26	0 08½	0 09
28	0 09	0 09½

Iron and Steel.

Common Bar, per 100 lbs	Base Price	
Refined	2 00	2 10
Horse Shoe Iron	2 35	
Hoop steel, 1½ to 3 in. base,	2 50	
extras for smaller sizes	3 25	
Sleigh Shoe Steel	base	2 35
Tire Steel	2 55	
Machinery	2 60	
Cast Steel, per lb.	0 00	0 00
Toe Calk Steel	2 80	
Tank Plates, 1-5 and thicker.	3 00	3 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	0 13	0 14
2	0 15	0 16
3	0 18	0 19
4	0 19	0 20

Steel Boiler Plate.

1½ inch	3 25	
2	3 40	
3	3 55	

Black Sheets.

18 gauge	3 20	
20	3 20	
22 to 24	3 30	
26	3 40	
28	3 60	

Canada Plates.

All dull, 52 sheets	3 35	
Half polished	3 50	
All bright	4 00	

Iron Pipe.

Discounts are as follows—Black pipe, ¼ to ¾ in., 40 per cent. ½ in., 60 per cent. ¾ to 2 in., 66½ per cent. larger sizes, 50 and 5 per cent. Galvanized pipe, ½ in., 40 per cent. ¾ to 2 in., 50 per cent.

Galvanized Sheets.

16 gauge	4 40	4 25
18 to 24 gauge	4 50	4 40
26	4 75	4 45
28	5 00	4 70
Less than case lots, 15c. per 100 lb. additional		
28 gauge American equals 26 gauge English.		

Chain.

Proo Coil, 3-16 in., per 100 lb.	8 50	
5-16	8 50	
7-16	4 50	5 30
1	4 65	
2	4 20	
3	4 15	
4	3 70	4 10

Halter, kennel and post chains, 40 and 50 p.c.
Stall fixtures 35 p.c.
Trace chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.

English B.S., ton lots	0 19½	0 20½
Lake Superior		
Bolt or Bar		
Cut lengths round, ½ to ¾ in.	0 23½	0 25
round and square		
1 to 2 inches	0 23½	0 25

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23	0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 23	0 23½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.
Tinned copper sheets 0 26
Planished 0 32

Braziers (In sheets.)

1x6 ft. 25 to 30 lbs. ea., per lb.	0 25½	
35 to 45	0 24½	
50-lb. and above	0 23½	

Boiler and T.K. Pitts.

Pain Tinned, per lb.	0 28	
Spun, per lb.	0 32	

Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.		
Sheets, hard-rolled, 2x4	0 24	0 25
Tubing, base, per lb.	0 24	0 25

Zinc Spelter

Foreign, per lb.	0 07	0 07½
Domestic		

Zinc Sheet.

5 cwt. casks	7 00	
Part casks	7 50	

Lead.

Imported Pig, per lb.	0 06	0 06½
Bar, 1 lb.	0 06½	0 06½
heets, 2½ lbs. sq. ft., by roll.	0 06½	0 06½
Sheets, 3 to 6 lbs.	0 05½	0 05½

NOTE.—Cut sheets ½ cent per lb. extra
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and bal, \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freight equalized on Montreal.

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder.

Bar half-and-half	0 21½	0 22½
Refined	0 21	0 21½
Wiping	0 20½	0 21

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.	0 11	0 11½
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White Lead.

Pure, Assoc. guarantee, ground in oil		
25 lb. irons	6 87½	
No. 1 do	6 50	
No. 2 do	6 12½	
No. 3 do	5 75	
No. 4 do	5 37½	
Munro's Select Flake White	7 12½	
Elephant and Decorators' Pure	6 87½	

Red Lead.

Genuine, 560 lb. casks, per cwt.	\$5 50	
Genuine, 100 lb. kegs, per cwt.	5 75	
No. 1, 560 lb. casks, per cwt.	5 25	
No. 1, 100 lb. kegs, per cwt.	5 00	

White Zinc Paint.

Elephant Snow White	0 08	0 09
Pure White Zinc	0 08	0 09
No. 1	0 08	0 07½
No. 2	0 05	0 06½

Dry White Lead.

Pure, casks	5 75	
Pure, kegs	6 25	
No. 1, casks	5 50	
No. 1, kegs	6 00	

Prepared Paints.

In ¼, ½ and 1 gallon tins.		
Pure, per gallon	1 20	
Second qualities, per gallon	1 00	
Barn (in bbls.)	0 75	0 85

The Sherwin-Williams Paints	1 35	
Canada Paint Co's Pure	1 20	
Sanderson Peary's Pure	1 20	
Stewart & Wood's Champion Pure	1 20	

Colors in Oil.

25 lb. tins, Standard Quality.		
Venetian Red, per lb.	0 05	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French	0 05	
Marine Black	0 09	
Green	0 09	
Chrome	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J.C.) bbls.	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls.	1 75	1 80
Yellow Ochre (Royal)	1 10	1 15
Brussels Ochre	2 00	
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	2 00
Canadian Oxides, per cwt.	1 75	2 00
Super Magnetic Oxides, 93 p.c.	2 00	2 25
Burnt Sienna, pure, per lb.	0 10	
Umber	0 10	
do Raw	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
Golden Ochre	0 02½	
Ultramarine Blue in 28-lb. boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	1 00	
Genuine Eng. Litharge, per lb.	0 07	

Mortar Color, per 100 lb.	1 25	
English Vermillion	0 80	
Pure Indian Red, No. 45, lb.	0 80	
Whiting, per 100 lb.	0 55	

Blue Stone.

Casks, for spraying, per lb.	0 07	
100-lb. lots, do. per lb.	0 08	

Putty.

Bladders in bbls.	2 10	
Bladders in 100 or 200 lb. kegs or bxs	2 25	
Bulk in bbls., per 100	1 95	
Bulk in less quantities	2 10	
25-lb. tins, 4 in case	2 35	
12½-lb. tins, 8 in case	2 60	

Varnishes.

(In 5-gal. lots.)	Per gal.	
Carriage, No. 1	2 90	3 30
" body	8 00	9 00
" rubbing	4 00	5 00
Gold Size, Japan	3 00	3 40
Brown Japan	2 40	2 80
Elastic Oak	2 90	3 30
Furniture, extra	2 40	2 80
" No. 1	1 60	2 00
Hard Oil Finish	2 70	3 10
Light Oil Finish	3 20	3 60
Denmar	3 30	3 70
Shellac, white	4 40	4 80
" orange	4 00	4 40
Furniture Brown Japan	1 60	2 00
Black Japan	2 40	2 80
" No. 1	1 60	2 00

Discount—general trade discount, 50 per cent. and four months' time; special cash discount of 3 per cent. in thirty days, or 3½ per cent. spot cash.



The Imperial Varnish & Color Co.'s, Limited
Elastilite Varnish,
1 gal. can, each.
\$2.00.

Granatine Floor Finish, per gal.
\$2.00.

Maple Leaf Coach Enamels;
Size 1, 10c.;
Size 2, 35c.; Size 3, 20c. each.

Linseed Oil.

1 to 4 bbls delivered	Raw	Boiled
5 to 9 bbls	\$0 85	\$0 89
	85	88

Montreal, Toronto, Hamilton, Quebec, London, Ottawa, Kingston and Guelph, 2c. less.

Turpentine.

Single barrel, freight allowed	0 67	
2 to 4 barrels	0 66	

Toronto, Hamilton, London, Guelph, 2c. less.

Castor Oil.

East India, in cases, per lb.	0 10	0 10½
small lots	0 10½	0 11

Cod Oil, Etc.

Cod Oil, per gal.	0 50	0 55
Pure Olive	1 20	
" Neatsfoot	0 50	

Glue.

Common	0 84	0 89
French Medal	0 14	0 14½
Cabinet, sheet	0 12	0 13
White, extra	0 35	0 40
Gelatin	0 32	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 15	

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.



HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom-
30 per cent.
Central Fire Cartridges, Sporting and Mil-
itary, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
net list. B. B. Caps, discount 45 per cent.
Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, 10 p. c.
Brass shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4-lb
bags, 1 00
Best thick brown or grey felt wads, in
1/2-lb. bags, 0 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes
of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge, 0 25
Thin card wads in boxes of 1,000
each, 8 gauge,
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Per lb 10 0 12 1/2
Anvil and Vice combined 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.
Axes.
Chopping Axes—
Single bit, per doz 5 50 10 00
Double bit, 12 00 18 00
Beach Axes, 40 and 15 p. c.
Broad Axes, 33 1/3 per cent.
Hunters' Axes 5 50 6 00
Boy's Axes 5 75 6 75
Splitting Axes 6 50 12 00
Handled Axes 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, 13 90 15 00
Bath Tubs.
Zinc 3 30 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim, 1st quality, 30 00
2nd 22 00
Anti-Friction Metal.
"Tandem" A 0 27
"B" 0 20
"C" 0 13 1/2
Magnolia Anti-Friction Metal, per lb. 0 25

Bells.

Brass, 60 per cent.
Nickel, 55 per cent.
Cow.
American make, discount 68 1/2 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's, 5 50 8 00
"Peterboro", discount 27 1/2 per cent.

Belts.

American, each, 1 25 3 00
House, 0 35 0 40
Bellevue.
Hand, per doz, 3 35 4 75
Moulders', per doz, 7 50 10 00
Blacksmiths', discount 40 per cent.
Belting.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.
Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.
Car.
Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Bits.

Clark's, per doz, 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross, 2 25 5 20
Blind and Bed Staples.
All sizes, per lb. 0 07 1/2 0 12
Bolts and Nuts. Per cent.
Norway Bolts, full square, 65
Common Carriage Bolts, full square, 65
" " 5-16 and under 6 1/2
" " 1/2 and larger 65
Machine Bolts, all sizes, 70
Coach Screws, 75
Sleigh shoe Bolts, 60
Blank Bolts, 65
Bolt Ends, 4c off
Nuts, square, 4c off
Nuts, hexagon, 4c off
Tire Bolts, 67 1/2
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 6c.
Plough Bolts 55
Small and medium, ball, per M., 4 25
Small heel, per M., 4 50
Bright Wire Goods.
Discount 55 per cent.
Broilers.
Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City 7 50 0 00
Butchers' Cleavers.
German, per doz, 6 00 11 00
American, per doz, 12 00 20 00
Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 45 10
Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.
Butts.
Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65
Carpet Stretchers.
American, per doz, 1 00 1 50
Bullard's, per doz, 6 50
Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.
Cattle Leaders.
Nos. 31 and 32, per gross, 50 9 50
Cement.
Canadian Portland, 2 80 3 00
English 3 00
Belgian 2 75 3 00
Canadian hydraulic, 1 00 1 10
Chalk.
Carpenters, Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 65
Red 0 05 0 06
Crayon, per gross, 0 14 0 18

Chalk.

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
Churns.
Revolving Churns, metal frames—No. 0, \$8-
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 18
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.
Clips.
Axle dis. 65 per cent.
Closets.
Plain Ontario Syphon Jet \$8 00
Emb. Ontario Syphon Jet 8 50
Fittings 1 00
Plain Teutonic Syphon Washout 4 75
Emb. Teutonic Syphon Washout 5 25
Fittings 1 00
Plain Richelieu 4 75
Emb. Richelieu 5 00
Fittings 1 25
Closet connection 1 25
Basins, round 14 in. 0 65
" oval, 17 x 14 in. 1 55
" 19 x 15 in. 2 30
Compasses, Dividers, Etc.
American, dis. 62 1/2 to 65 per cent.
Cradles, Grain.
Canadian, dis. 25 to 33 1/3 per cent.
Crosscut Saw Handles.
S. & D., No. 3, per pair, 17 1/2
" 5, 22 1/2
" 6, 15
Boynton pattern 20
Door Springs.
Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00
Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.
Drills.
Hand and Breast.
Miller's Falls, per doz. net list.
DRILL BITS.
Morse, dis. 37 1/2 to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.
Faucets.
Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz., 1 80
No. 2, per doz., 1 60
Bright, 20c. per doz. extra.
ESCUTCHEONS.
Discount, 27 1/2 per cent.
ESCUTCHEON PINS.
Iron, discount 40 per cent.
FACTORY MILK CANS.
Discount off revised list, 40 per cent.
FILES.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60,
10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.
FORKS.
Hay, manure, etc., dis. 50 and 10 per cent
revised list.
FRUIT PRESSES.
Henis', per doz., 3 25 3 50
Shepard's Queen City, dis. 15 per cent.
GLASS—Window—Box Price.
Star D. Diamond
Size United Per Per
Inches 50 ft. 100 ft. 50 ft. 100 ft.
Under 26 2 10 4 00 6 03
26 to 40 2 30 4 35 6 65
41 to 50 4 75 7 25
51 to 60 5 00 8 50
61 to 70 5 35 9 25
71 to 80 5 75 10 50
81 to 85 6 50 11 75
86 to 90 7 25 14 10
91 to 95 15 50
96 to 100 18 00
101 to 105 21 00
106 to 110 24 00
111 to 115 28 00

Hooks.

Wrought Iron.
Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.
Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.
HORSE NAILS.
"C" brand 50 p. c. dis. } Oval head.
"M" brand 50 p. c. }
Acadian countersunk head and oval
top, 50 and 10 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each... 1 65 2 40
HALTERS.
Rope, 3/4 per gross, 9 00
" 1/2 to 3/4 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., 5 15 5 20
Web, — per doz., 1 87 2 45
HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.
Tack.
Magnetic, per doz., 1 10 1 20
Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2
Ball Peen.
English and Can., per lb., 0 22 0 25
HANDLES.
Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50
Fork
C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.
Saw.
American, per doz., 1 00 1 25
Plane.
American, per gross, 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair, 0 13 1/4
HANGERS. doz. pairs
Steel barn door 5 85 6 00
Sterns, 4 inch 5 00
" 5 inch 6 50
Lane's covered—
No. 11, 5-ft. run 8 40
No. 11 1/2, 10-ft. run 10 80
No. 12, 10-ft. run 12 60
No. 14, 15-ft. run, per foot 21 00
Lane's O.N.T. track, per foot 4 1/2
HARVEST TOOLS.
Discount, 50 and 10 per cent.
HATCHETS.
Canadian, dis. 40 to 42 1/2 per cent.
HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent
Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., 0 06 1/2
" 6-in., 0 16
" 8-in., 0 05 1/2
" 10-in., 0 05 1/2
Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 3 50
Per gro. pair
Spring, 12 00
HOES.
Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50
HOLLOW WARE
Discount, 45 and 5 per cent
HOOKS.
Cast Iron.
Tird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00
Wrought Iron.
Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.
Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

STANDARD CHAIN CO.,

MANUFACTURERS
OF

CHAIN

PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

For Provinces of Ontario and Quebec.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For other Provinces.

Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued and tinned	65 and 5
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " bulk	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" " steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.

Payson's per doz..... 2 80

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.	
Diaston's discount 10 per cent.	
German, per doz.....	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.

Bag, Russian, per lb.....	0 21
Wrapping, mottled, per pack	0 50 0 60
Wrapping, cotton, per lb	0 17 0 18
Mattress, per lb.....	0 33 0 45
Staging, "	0 27 0 35
Broom, "	0 30 0 55

VICES.

Hand, per doz.....	4 00 6 00
Bench, parallel, each	2 00 4 50
Coach, each.....	6 00 7 00
Peter Wright's, per lb.....	0 12 0 13
Pipe, each.....	5 50 9 00
Saw, per doz	6 50 13 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White,
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the
list.
Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.
Smooth Steel Wire, base, \$3.00 per 100
lb. List of extras: Nos. 2 to 5, d

vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.
—spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 15 per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$8—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95
No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15
No. 12, \$3.35—No. 13, \$3.45—No. 14,
\$4.50—No. 15, \$5.00—No. 16, \$5.25.

Clothes Line Wire, 19 gauge,
per 1,000 feet..... 3 30

WIRE FENCING.

	F.O.B.
Galvanized, 4 barb, 2½ and 5 inches apart.....	Toronto 3 25
Galvanized, 2 barb, 4 and 6 inches apart.....	3 25
Galvanized, plain twist.....	3 25
Galvanized barb, f.o.b. leveland, \$2.95 in less than carlots, and \$3.05 in carlots.	
Terms, 60 days or 2 per cent. in 10 days.	
Ross braid truss cable	4 50

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net... 2 00
Terms, 4 months, May 1: 3 p.c. off 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 50 to 25 p.c.	
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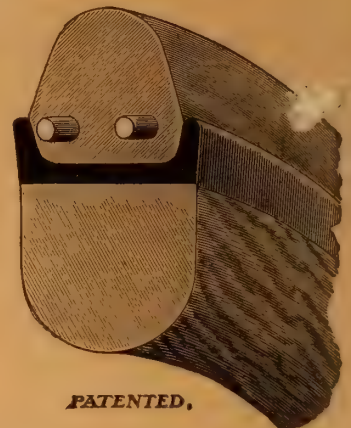
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VOL. XII.

MONTREAL AND TORONTO, AUGUST 25, 1900.

NO. 34

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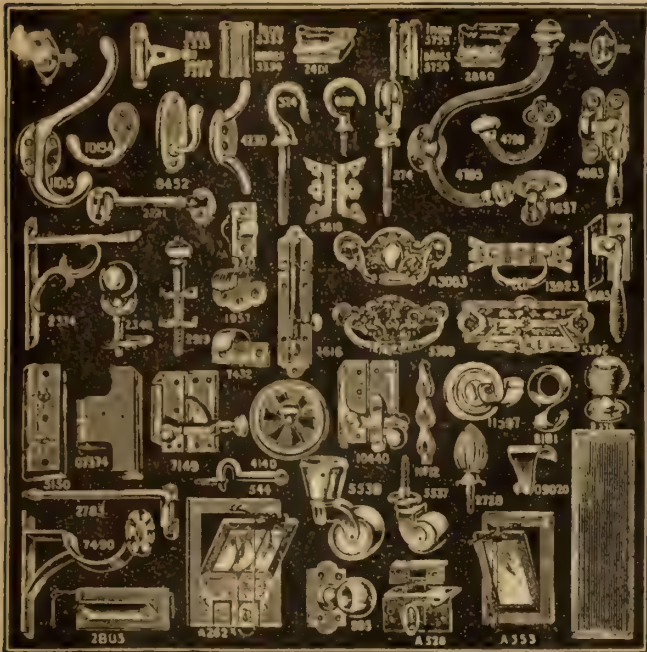
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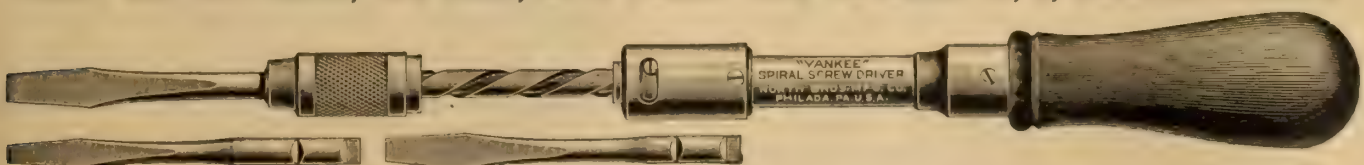


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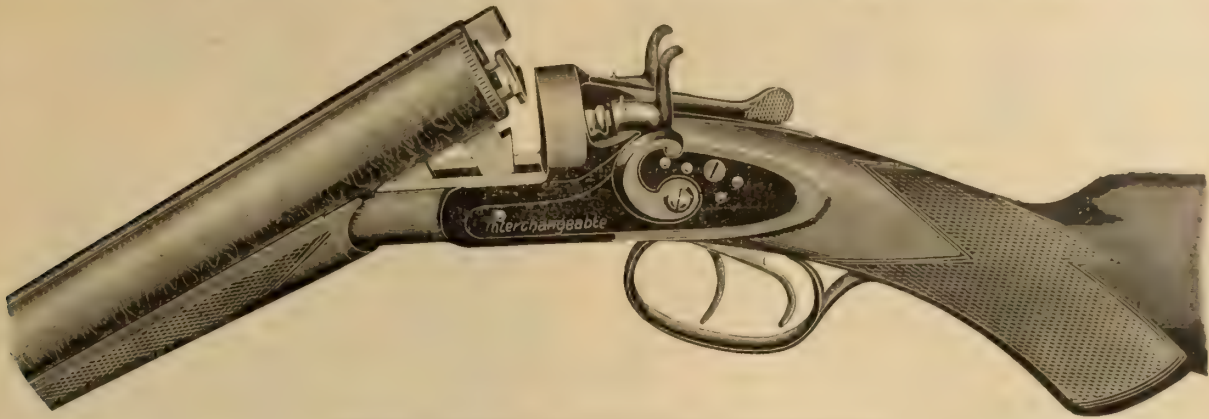
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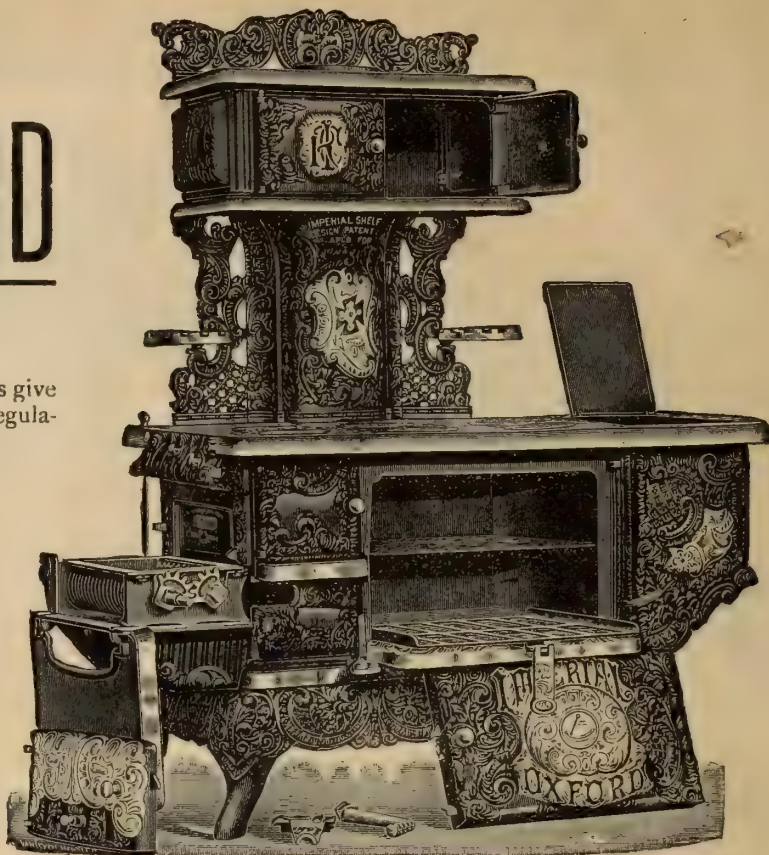
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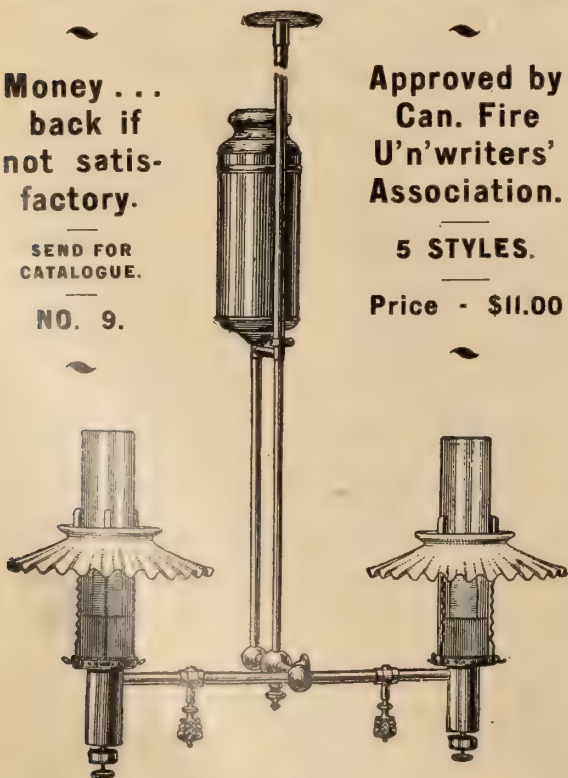
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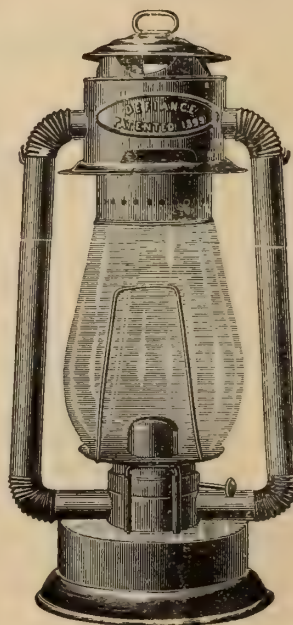
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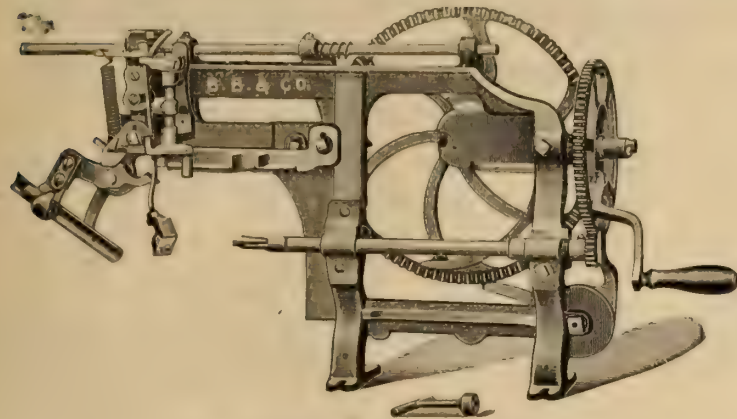
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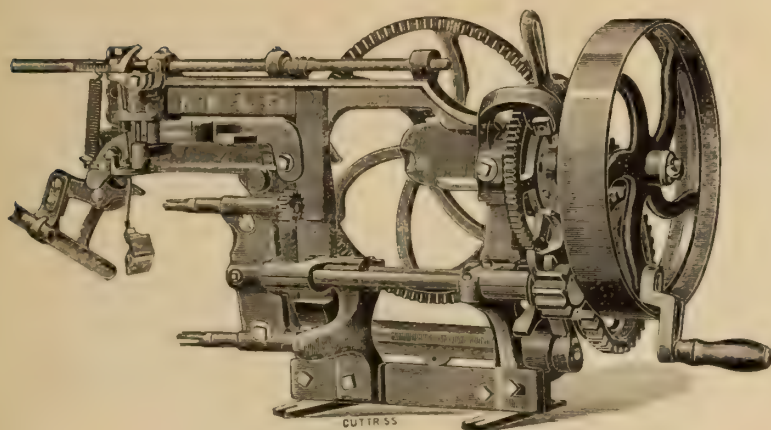
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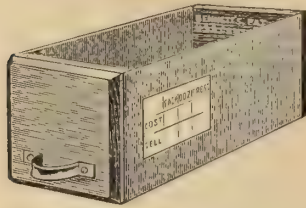
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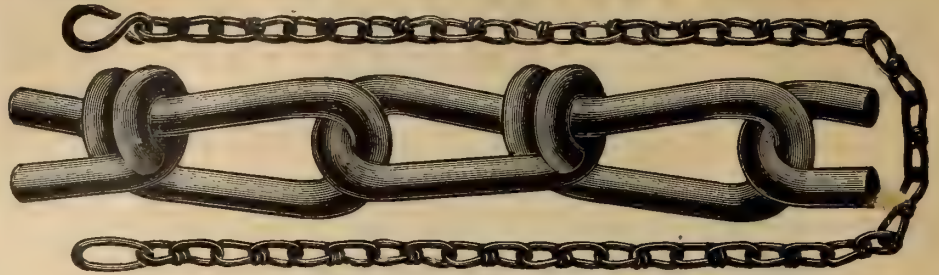
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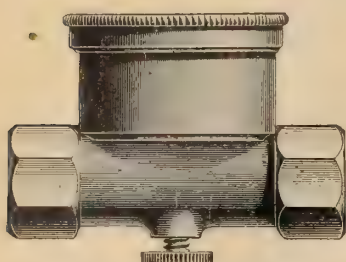
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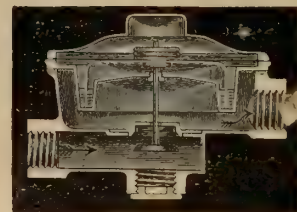
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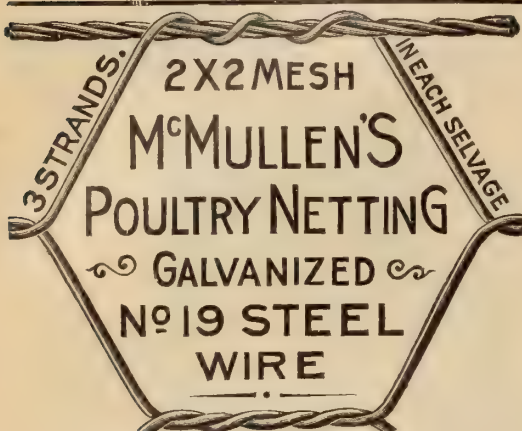


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Introduced to the trade in 1897 and proved to be the best Stove Pipe Elbow ever produced.

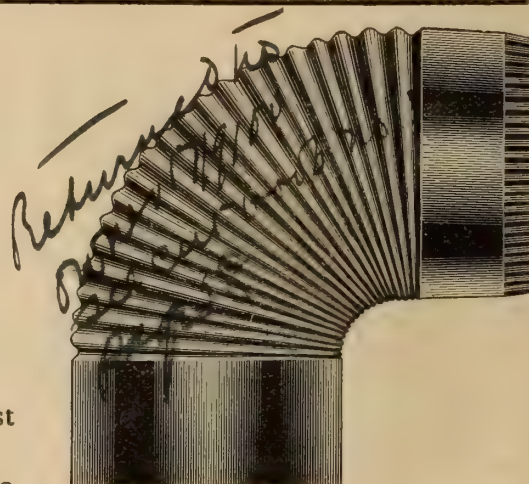
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Made in **STEEL**, in 5, 6, 7 and 8-inch.

Made in **GALVANIZED IRON**, in 7 and 8-inch.

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Attractive in appearance.
Coated so as to prevent rust.
Riveted ready for use.
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Kemp Manufacturing Co., Toronto, Canada.



VOL. XII.

MONTREAL AND TORONTO, AUGUST 25, 1900.

NO. 34.

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For many weeks Canadian retailers have been buying linseed oil from hand-to-mouth in the expectation of a reduction when this crop was gathered, but few who have been watching the English market expected the big reduction which was made. In Toronto and Western Ontario, prices have been dropped 6c., and a reduction of 4c. has been made in Eastern Ontario, Montreal and Quebec.

This reduction is made by wholesale

dealers in spite of the fact that English oil keeps firm at the basis which has ruled there for some time, the last quotations to be received being 33s. to 35s. per cwt. in England, and in spite of the fact that many of them hold rather large stocks. As the Canadian refiners were anxious to start selling to the wholesale trade and to limit the importation of English oil, they reduced their prices to what is claimed to be the lowest figure possible on the basis of cost of the new crop of seed. This action was immediately followed by the wholesale trade, who hope thereby to start free purchasing by the retailers.

It is claimed by the trade that no further declines can be looked for; at least, in the near future, but that prices may be forced upwards if the crop of flaxseed in Dakota and Northwest Manitoba is affected by frost.

The crop in these sections was planted late this season, and a night of frost early in autumn would do great damage, and the consequent reduction in the crop would be sure to raise the price of seed. If, however, the crop in these districts reaches full maturity the new range of prices is likely to be maintained. But prices are not likely to go lower than are now quoted, unless the English market breaks materially.

The prices now ruling in Toronto, Hamilton, London and Guelph, are 80c. for raw and 83c. for boiled, in 1 to 4 bbl. lots, and 79c. for raw and 82c. for boiled in 5 to 9 bbl. lots. The quotations at Montreal, Ottawa, Kingston and Quebec are 82c. for raw and 85c. for boiled, in 1 to 4 bbl. lots, and 81c. for raw and 84c. for boiled, in 5 to 9 bbl. lots.

MR. KEMP FOR PARLIAMENT.

IT is rumored that Mr. John Robertson, representative for East Toronto in the Dominion Parliament, will not be a candidate for reelection, and that Mr. A. E. Kemp will take his place.

Mr. Kemp has, of course, his party predilections, being known as a Conservative in politics. But we fancy there are few men, and particularly business men, who will be indisposed to support him should he be a candidate for Parliamentary honors in East Toronto or any other constituency.

Mr. Kemp is a type of man that is not met with every day. The growth of the large manufacturing business of which he is the head has been extraordinary during the past 10 years. And the same industry and ability which has characterized him in connection with his own business has not forsaken him in his position as president of the Toronto Board of Trade.

Two years ago, when he became its president, the board of trade was in anything but a healthy condition. With his election new life seemed to come into it. The membership expanded and the board again became an influence in the land. And, although one year is the usual term of office, the members insisted upon an exception in his case, and unanimously reelected him for a second term at the last annual meeting.

Should Mr. Kemp become a member of Parliament, we may safely anticipate that the same high qualities which characterized him in connection with his own business and the affairs of the Toronto Board of Trade will be exhibited just as fully in his duties as a Parliamentarian.

IMPORT ORDERS OF CANADA PLATES.

A LITTLE unpleasantness has arisen between the importers of Canada plates and their customers. It is in regard to prices.

When the orders were placed by the retailers, some five or six months ago, the price quoted was the cost laid down at the station of the purchaser, as is the usual custom. The figure, of course, was the lowest obtainable, and, as pointed out in *HARDWARE AND METAL* a couple of weeks ago, a good many orders were booked earlier than usual in anticipation of a profitable advance.

Shipments are now arriving, but, in the meantime, prices in Great Britain have declined, and orders could probably be placed 15 to 20c. per box below the cost of the goods now arriving. Knowing this, some retailers are pressing for a rebate. *HARDWARE AND METAL* feels that it is only necessary to refer to the unreasonableness of this to effect its discontinuance.

At any rate it should not be forgotten that to buy Canada plates at to-day's cost would mean delivery at the end of the year.

When the importers placed their orders with the manufacturers they had to pay the high prices then ruling. And there is no possible hope of their getting any rebate. If they cannot, is it not then unfair to ask them to bear the loss entailed by a falling market? We unhesitatingly claim that it is.

Last year, the importers guaranteed prices against an advancing market. And in some instances they had to fill orders at cost, and once and a while even at a loss.

To ask them now to make up the difference caused by a falling market is not businesslike. If there was an agreement to that effect it would be different. Retailers should always be willing to stand by their agreement. And they should see that the wholesalers do the same. But it is unfair to ask people to do what they did not agree to do.

INGOT TIN TAKES A DROP.

IT seems utterly impossible to forecast the movements of the tin market; manipulators are suiting their own pleasure in the management of it.

At present the market is easy, London quotations showing a decline of £6 10s. in

the week, half of which occurred on Wednesday. This fall has been attributed to free offerings by the bears.

It is a well-known fact that there is a general feeling of disgust toward the tin market. Legitimate business seems to have been turned into gambling, and many dealers have withdrawn altogether from the buying of large lots. The effect of this step is noticeable upon the statistics, which, for the middle of August, showed, as compared with the same period last year, a decrease in the shipments from the East Indies of 745 tons for the half month, and 1,415 tons for the period since January 1.

The American visible supply has decreased 495 tons since July 1.

DEATH OF MR. HENRY ARCHBALD.

MR HENRY ARCHBALD, the senior partner of the firm of Frothingham & Workman, Montreal, the oldest hardware firm in Canada, died at his home, 55 Durocher street, Montreal, last Friday afternoon. The sad event was not unexpected, as Mr. Archbald had not been at his place of business since June, and had never fully recovered from a severe attack of la grippe in the winter of 1898.

Mr. Archbald was a very familiar figure in Montreal financial circles, with which he had been connected nearly all his lifetime. By birth he was an American, having been born in Boston in 1828. When a boy of 14, his uncle, Mr. John Frothingham, of Frothingham & Workman, sent for him to come to Canada. He came, and immediately entered into the office work of the big establishment. Here he developed a faculty for financial management that made him so valuable on financial boards in the later years of his life. His promotion was steady, and, in 1859, before he had attained his middle age, he was admitted to a partnership in the firm. One by one of his associates dropped into the grave, the last, Hon. Ed. Murphy, going only four years ago, and as vacancies thus occurred he gradually rose to be the head of the firm.

Although connected with the business so long, Mr. Archbald, even as manager, never took an active part in the buying or selling done by the firm. Many of his earliest

years he passed as bookkeeper of the firm, and, when heavier responsibilities fell upon him, he regarded his proper function as that of financial manager. To say that his capabilities in this line were great is not doing him justice, for it has been chiefly due to his controlling genius that the financial standing of this old historic firm has been maintained through the last few decades of alternate depression and inflation.

Personally, he was "great without seeming to be great." If he detested one thing more than another, it was personal publicity. From public life he absolutely withdrew himself, taking no side in politics, and never even casting a vote in his life. In harmony with this trait was his extreme reticence. Yet, he was admired for his sterling worth by all who knew him. He held a prominent place in the manufacturing world, and enjoyed the confidence and respect of men in all walks of life. At his death, he was director of the Molsons Bank, The Montreal Rolling Mills and The Montreal Telegraph Co., and the confidence placed in his advice as member of these boards was a tribute to his financial ability. From the time of the building of the Unitarian Church of the Messiah he was an active member.

The deceased is survived by a widow, one son, Mr. Frederick Archbald, and one daughter.

The funeral of deceased took place on Monday afternoon, from his late residence, 55 Durocher street, the Rev. W. S. Barnes, of the Church of the Messiah, of which the deceased was a member, officiating. Among others who paid their last respects by their presence in the cortege were Messrs. Edward Archbald, George W. Eadie, H. Markland Molson, Harold Eadie, A. D. Durnford, George Benson, K. Young, W. R. Miller, F. W. Molson, J. P. Cleghorn, Chas. Percy, C. E. Spragge, John Molson, Nichols Kinghorn, S. H. Ewing, and the whole staff of Messrs. Frothingham & Workman. Mr. Barnes dwelt lovingly on the fine qualities of the deceased, as well in his business relations as in his domestic and social circles, and said that the bond broken here would be felt by many to have but resolved itself into an added tie attracting them more and more to the life beyond his grave.

INFLUENCE OF THE MARITIME BOARD.

ORGANIZED bodies of men that have not legislative authority are not by any means always impotent. The Board of Trade of the Maritime Provinces is a striking example of this.

The board, as will be noticed from the report printed in another part of this issue, held its annual convention in Kentville, N.S., last week; and, although it has only been in existence six years, it is already a force in the land.

One of the best evidences of this is the fact that the politicians have already learned to respect its wishes. And yet it is not as potent a force as it might be or as it promises to be. There are in the Maritime Provinces over 40 boards of trade, but of these only 26 are affiliated with the central organization.

Just as the more spokes there are to a wheel, the greater is its strength, so the more boards that are affiliated with the Maritime Board, the greater will be its power and influence for the commercial good of the country.

It is gratifying to know that the Maritime Board is growing in size as well as in influence, for there has, during the past year, been a net gain of six affiliated boards. One thing that augurs well for the future of the board is the keen, and in many respects, active interest that the very best minds in the Maritime Provinces take in its proceedings.

It would be difficult to find a more representative or a more able aggregation of men than those which attended the recent convention. It would be a fortunate thing for this country if its like could be transferred to the House of Commons at Ottawa.

In the House of Commons the concern is party welfare; in the Maritime Board of Trade the concern is the commercial welfare of the country.

But it is not alone as an influence upon the politicians that the Maritime Board is potent. It is also an influence in the dissemination of useful information of a commercial nature.

Beneficial results cannot but result from the active interest the board has taken in the West India trade. Canada's share in that trade is as small as the possibilities are

large. Canada has the products the West Indies want. All that is wanted on our part is education as to ways and means of supplying the Islands with a larger share than we do at present. And such discussions as that which took place during the convention cannot fail to both stimulate and educate.

The railway problem is another matter that the board is taking a lively interest in. How great the interest is was not even reflected in the proceedings, for there the discussion was more in regard to freight rates on the local roads. But one could gather from private conversations that there is a sentiment developing in regard to this most important question that promises eventually to bring the Maritime Board into greater prominence as a factor for solving a problem which at some day must be solved.

Among other questions on which the board expressed its opinion, and that in no mistaken terms, was in regard to the discriminating marine insurance rates imposed by Lloyds against ports in the Maritime Provinces. These rates are double those charged upon vessels plying to and from ports in Maine, Massachusetts, and other north Atlantic States. And yet the losses to the insurance companies on vessels running out of, or into Maritime Province ports, has been practically nil. The marine insurance companies of the United States impose no such discriminating rates, and, as one of the delegates at the convention put it, "they are on the spot and know the condition of affairs."

This is one question among many others that interest, or at least should interest everyone in Canada and business men particularly, for marine insurance rates that discriminate against Canadian ports in favor of those in the United States naturally help to build up the latter at the expense of the former.

The importance of good hotel accommodation in relation to tourist travel is not unrecognized by the Maritime Board. It is true there was a member here and there who thought that the question was without the province of the board, but a large majority thought otherwise, and the decision to stir up the affiliated boards in regard to

hotel accommodation in their respective towns will, it is to be hoped, be productive of good results.

The Maritime Board has been fortunate to have good officers ever since it existed, and the men who have been elected to fill the respective offices for the ensuing year are not likely to impair the line of succession. The machinery of the board is gradually being got into better working order, and nothing but apathy can prevent the usefulness and influence of the organization from becoming more potent. And the more potent the board becomes the better will it be for the commercial interests of the Maritime Provinces in particular, and for the Dominion of Canada in general.

KEEP STOCKS IN SHAPE.

THERE is an evident desire on the part of all business men—manufacturers, wholesalers and retailers—to keep their stocks as light as possible.

It is undoubtedly a wise course to pursue, but there is a danger of underbuying as well as overbuying, and the one, as well as the other, is to be guarded against.

It is the general opinion that the coming autumn will see a good business, for, with the one exception of Manitoba, the cereal, hay and fruit crops are excellent. It will be well for business men to remember this, and not by being overcautious find themselves with stocks insufficient for the demand.

To do this it will be necessary to keep a close eye on the stock and not defer too long the replenishing of the same.

CUT AND WIRE NAIL SITUATION.

Retailers throughout the country do not seem to show as much confidence in the nail market, as it is at present constituted, as would seem to be fitting to the situation. Dealers say that they are receiving letters asking their opinions in regard to the future of both wire and cut nails. So far as we can learn, the replies are all of the one tenor—that the prices of nails have been fixed for the balance of the year.

There is only one circumstance that could induce Canadian dealers to lower the present values, and that is a decline of \$1 per keg in the United States. That event is far from likely, for the American market is firmer than our own.

STICKTOITIVENESS AN ELEMENT OF SUCCESS.

A GREAT deal of discussion has been indulged in regarding the cause of success of the "average" man and the failures of so many brilliant ones. Is it fate; is it luck? Is it because more opportunities are thrown into the path of the average man or is it because of some peculiar quality of the mind? Is it the conservativeness of action, is it the plodding of the average man or, is it because of the unrest, dissatisfaction of mind, love of excitement, change and experiment of the brilliant ones? It cannot be that it is because of the greater amount of work usually accomplished by the average man because in many instances they perform less labor than the brilliant ones. What is it then? Surely it is and can be attributable to some cause. Why is it that the smart, quick and foremost students in school, public, high and sometimes college, seldom hold their own with the average student, after the fight for place, honor, position, and money in life has begun. If we look carefully over the list of the successful ones we find that as a rule they are men with some fixed purpose, with indomitable will power and men who stick to their chosen work, says M. Keller, in *The Ohio Merchant*. Upon reflection and at times exhaustive discussion pro and con, we must and are forced to admit that this is one characteristic usually lacking in the make up of the "brilliant" ones. This, then, must be the reason; this, then, must be the cause of the failure of the many and the success of the few. All through history we will find that those men who "won out" against famed and learned leaders were men of stick-toitiveness or persistency.

We will find, upon investigation, that this has been the characteristic of all men who have accomplished something great, whether in war, love or business. We cannot, however much we admire Grant as a general, say he was a more capable, brilliant or better leader than Lee. Yet, he defeated one of the best strategists produced by the rebellion and one of the brightest minds graduated from West Point. What was it, then, that crowned him the victor, that won for him the title of the "greatest general of them all," but his persistency. His determination "to fight it out on this line if it takes all summer" merely shows how much developed in him was this quality, and, I may add, power of persistency. He may have been a "dreamer," he may have been apparently blind to facts, indifferent to defeat, yet he permitted nothing to deter him from his purpose. He was immovable, fixed and firm, and to that can be attributed his success.

Napoleon became the greatest general of all continental Europe. Marvelous were his victories, won against fearful odds, but, despite his brilliancy, his star of hope and ambition was put out by the slow-moving Wellington. Not because Wellington was a better general or a wiser leader, but because he refused to admit defeat, because he fought persistently. It was his persistency and sticking to a losing campaign that gave him at last the opportunity to battle with Napoleon at Waterloo. The result is known to the world. He was confident victory would come to him if he stuck to his plan of campaign, his manner of operations and method of fighting.

So one might go on, using illustration upon illustration, example upon example, but I shall only worry the reader with one more, and that is that of the immortal Washington, whose persistency won for him the place of first in the hearts of his countrymen. If ever a leader, if ever a man had reason to become discouraged, disheartened, and, I may excusably add, disgusted, he had. During that memorable winter at Valley Forge, the men were rebellious, starved, sick, certain of failure, expecting at any time to be beaten, captured and hanged. The officers, jealous of Washington, plotted to remove him from the head of the army. Yet, through all this storm of abuse, he stuck to his post of duty, persisted in his course of action, and the result again proves the omnipotency of persistency. So we may take leader after leader. We will find that they may differ in degree. One may be a genius in thought, another's mental mechanism may move slowly; one may have a lightning rapidity of action, another moves slowly and cautiously; but each will present to a marked extent the quality of persistency.

What quality was it but sticktoitiveness that enabled Chas. Broadway Rouss, a blind man (in itself enough to incapacitate him), to realize at last his dreams of greatness and become the acknowledged prince of merchants. He steadfastly and constantly refused to sell goods on credit. He trusted no one for a bill of merchandise, and, notwithstanding fierce competition, that is no respecter of persons or conditions, unflinchingly and unwaveringly persisted in his purpose until he at last realized his dreams. This is true, too, of John D. Rockefeller, John Wanamaker, and every other recognized champion of business and employer of labor. It is the same way with athletes. Two men evenly matched in strength and science may battle in the same ring but the victory always goes to the one with the greater staying powers and who wears out

his opponent by well directed blows which strike home as near to some vital part of the body as possible. It is so, too, with bicyclists, runners and football players. Many an apparent loser has won out because he went to the finish. Especially true is it that inventors, scientists and writers have this quality developed to a marked degree.

Many a gifted singer, many a brilliant lawyer, many a learned doctor has failed to realize his ambitions because of lack of sticktoitiveness. It is impossible to mention the failure of any capable man and not attribute it to lack of persistency. No matter what a promising career one may have predicted for him, unless he fights it out on the one line, he runs great risk of failure. It pays to develop this quality of the mind as it is inestimable in value and its purpose commendable. No matter how many weak points, faults and eccentricities a man who has accomplished or won anything of value or acquired success you will find predominant this doggedness of purpose and determination. The man who will not down despite failures, ill-luck and opposition wins, and deservedly so, our admiration and respect. Discouragements, unrealized hopes, ambitions and ventures are only the forces which go to make up the perfect man. Whether success is realized or not, adverse circumstances serve a noble purpose. Those who have won success despite these naturally depressing conditions always had the habit, and I may add, gift of persistency. He, who by nature will not down, who persists in his work, must achieve success. As a rule a fixed, firm, inflexible determination, coupled of course with good sense and reason will conquer almost insurmountable difficulties and opposing forces. It has been thus all through history.

So has been the experience of every successful man, lawyer, warrior, doctor, minister or business man. The man who has met with misfortunes and troubles, and who still refuses to give up, always inspires confidence. The man in business, especially, if gifted with the quality of persistency will often acquire or achieve success where his more brilliant competitor, without it, will

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fail. "A rolling stone," it is truthfully said, "gathers no moss." A boy's will is the winds, but a man's will once determined should refuse to bend to the cyclones and hurricanes of life. They are of short duration, and if met bravely, as the oak meets them, have but a temporary effect. The real giants of the world resist them and experience of them tends to make them more determined and persistent. To be true to our ideals, our business, our profession should be our aim. Nothing, person or affair, should be allowed to interfere. Lucky, indeed, is he who possesses to a marked degree and predominating extent this quality. With persistency and stickto-itiveness as paid in capital a young man is well on his road to success. Persistency is a power, it is an irresistible force.

There is scarcely any limit to the things it can accomplish. Its possessor defies the world, laughs at defeat, scorns obstacles and fearlessly and boldly invites criticism and challenges failure. The one general question asked concerning a young man when he applies for a position is, "Is he steady, can he be relied upon to stick?" Above all other things ranks stickto-itiveness.

GLASS IS GOOD PROPERTY.

HARDWARE merchants who placed heavy import orders last spring have good reason to congratulate themselves. Advices to hand this week show that fully two thirds of the glassmakers of Belgium closed down their works on August 1, owing to a strike of the union of glass-workers, numbering 6,000 workmen.

As the employers and their men have been considering this step for some months, it is expected by the majority of the trade that the disagreement will not soon be settled. If this proves the case, the limitation of output will naturally cause prices to advance materially. In any case, there is practically no chance of a lowering of prices in Belgium. When values were fixed locally at the present quotations they were made to suit the 64 per cent. discount then offered by Belgian makers, but, since that time, the rate of discount has dropped to 60 per cent. As each drop of a point in the discount means an advance of 10c. per 50 feet, the local price of glass would have to be raised to \$2.40 to be on the same basis compared with Belgian prices as it was before the reduction in discount. If large fall stocks had not been imported by retailers it is probable prices would have been advanced some weeks ago. So, with the production in Belgium being curtailed, and prices locally much below the present basis in that country, all glass now held in Canada must be considered good property.

To Sherwin Williams Co. 31-7-01

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Good paint can build good business; poor paint can't. Good paint can build good reputation; poor paint can't. Good paint can bring customers back again and again; poor paint can't. Good paint can make good advertising pay; poor paint can't. Good paint can be pushed by telling the truth; poor paint can't. Good paint can instill confidence; poor paint can't. Good paint can advertise itself; poor paint can't. Good paint can make money for you; poor paint can't.

THE SHERWIN-WILLIAMS PAINT
is not only good paint. It's the best—
best in quality, best in reputation, best
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PAINT AND VARNISH MAKERS.

CLEVELAND. CHICAGO. NEW YORK. MONTREAL. BOSTON. TORONTO. SAN FRANCISCO. KANSAS CITY.

ANOTHER PROCESS OF WELDING.

An improved method of welding has been invented by Charles G. Wiborg, of Galesburg, Ill., described as follows:

The surfaces of the pieces of metal to be welded are first thoroughly cleaned in any preferred manner, after which the pieces are placed in contact with each other in the desired positions and bound together by small wires. The portions which are to be exposed to the heat are then coated with some refractory material in the form of a paste, preferably composed of clay, or asbestos, mixed with sodium silicate, although any other suitable refractory substances may be employed. The pieces bound together and coated are then subjected to heat, the proper temperature being judged by the appearance of the cement envelope. If the work is heated gradually, the welding will usually be completed when a white heat has been obtained.

The purpose of the refractory coating or envelope is to hold the pieces of metal together, so that they may be turned or shifted in the fire to facilitate uniform heating, and to prevent the pieces of metal shifting their positions relative to each other, and also to protect the metals and prevent the formation of scale and the access of air to the joint or joints. Upon removal from the fire the work is permitted to cool, after

which the coating is broken off and the binding wires filed away. The welded pieces may be annealed and further worked or worked without annealing or used in any other desired manner. In some instances, where the work is quite small, the binding wires may be omitted, the refractory coating serving to keep the parts in their proper positions during the welding operation.

THE VALUE OF CONFIDENCE.

Nothing is done well that does not have confidence back of it, says an exchange. It's the old story of being sure you're right and then going ahead. When plans have been arranged to the best of one's ability, it's all nonsense to keep in a constant state of fear lest they go wrong. The very fact of being timid over carrying them out is one of the things that will make them get out of gear. The business man who lacks confidence in himself cannot expect others to have it for him or in him. A well-maintained bluff is often a better winner than a strong hand poorly played.

The village of Manitou, Man., has passed a by-law to the effect that all stores and shops except fruit and confectionery stores and barber shops must close at 7 p.m. every day but Saturdays and the days preceding holidays, on which days they must be shut up at 9.30 p.m. The by-law went into effect on August 10, and is well observed.

MARL DEPOSITS NEAR SARNIA.

MR. THOS. H. COOK, representing some American capitalists, and Mr. John Dalziel, on behalf of The Canada Company, visited Lake Burwell, in the township of Bosanquet, last week, to look into the possibilities of the peat and marl deposits on The Canada Company's land in the vicinity of Lake Burwell. Some tests were made during the visit of Messrs. Cook and Dalziel which were in the highest degree satisfactory. It is the intention to have the quality of the peat for fuel and the value of the marl for the manufacture of cement thoroughly tested by the best experts in these departments, and, if the results are what are anticipated, the prospect is that operations will be gone into on an extensive scale for the manufacture of the peat into fuel and of the marl into Portland cement.

The marl and beet-producing tract covers an area of about eight square miles with an average depth of five feet of peat while underneath lies one of the finest beds of shale marl (which is used for the manufacture of Portland cement) ever discovered in Canada, which runs in thickness from a few inches to 12 feet and more. In one of the tests which was made during the visit of Messrs. Cook and Dalziel, a depth of 17 feet in the marl was reached without going through the deposit. Should clay or sand be necessary for the production of the cement, the purest qualities of these are to be found in the immediate vicinity, and there is an abundance of fuel in the peat beds. As an acre of marl one foot in thickness produces 8,300 barrels of cement, a very short calculation will show the enormous possibilities of the Bosanquet marl deposits. The marl beds are but a short distance from the main line of the Grand Trunk, and a spur could easily be constructed to the beds, starting from the main line in the vicinity of the overhead bridge just east of Thedford.—Sarnia Canadian, August 22.

A FAMINE IN PUDDLERS.

It is probable, according to an exchange, that the output of manufactured iron during the present year in England may be materially reduced, owing to a most unusual cause—the absolute scarcity of workmen. It is now about 20 years since the make of puddled bar in that country began to decline, because of the growing demand for steel. During the whole of that time men have been drafted in greater or less numbers from the puddling forges into the steel works, and they have shown a marked partiality for the latter, because of the generally greater lightness of the labor involved. The output of puddled bars in Great Britain in

1899 was over 1,100,000 tons. At present, however, the manufacturers are at their wits' end to get the labor they require, although puddlers' wages are higher than since 1874.

BENNETT'S SHELF BOXES.

J. S. Bennett, manufacturer of Bennett's patented shelf box, Toronto, has received

orders for his boxes from Wm. Ralph, hardware dealer, Vancouver; John Blanchet, North Bay, Ont., and Thomas L. Booth, druggist, Sturgeon Falls, Ont. New samples of Mr. Bennett's boxes can now be seen at the sample rooms of Rice Lewis & Son, Limited, or H. S. Howland, Sons & Co., Toronto.

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Absolutely Safe.

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are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

"GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"
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GILBERTSON'S TERNEPLATES. "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

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BLACK TAGGER PLATES. Pickled and close annealed.

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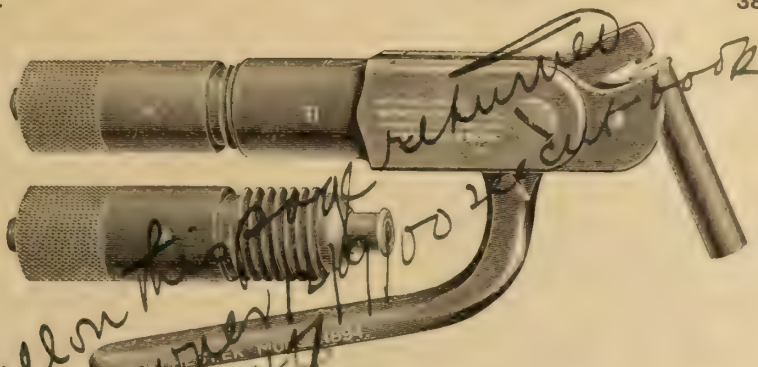


303 BRITISH.

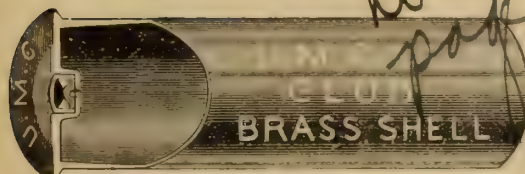


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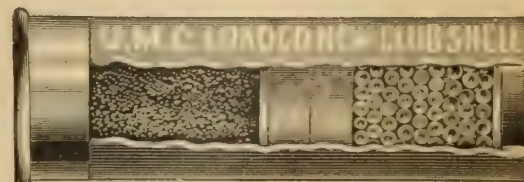
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BOARD OF TRADE OF THE MARITIME PROVINCES.

A THREE DAYS' CONVENTION IN KENTVILLE, N.S., THE PRETTY LITTLE TOWN
IN THE CORNWALLIS VALLEY.

THE sixth annual convention of the Board of Trade of the Maritime Provinces opened in Kentville, N.S., the pretty little town in the Cornwallis Valley, on Wednesday, August 15.

The sessions of the convention were held in the Y.M.C.A. Hall, which the local board had tastefully decorated for the occasion with bunting, while over the platform was a large streamer with the word "Welcome" printed on it in letters of blue and red. It was the first occasion on which the Maritime Board of Trade has met in a hall decorated in its honor.

KENTVILLE, N.S.—R. W. Eaton (president), H. H. Wickwire, M.P.P.; B. H. Dodge, M.P.P.; Col. L. D. V. Chipman, Judge Chipman, F. H. Armstrong (general passenger agent of D.A.R.), J. W. King.

TRURO, N.S.—Dr. W. S. Muir.

BERWICK, N.S.—J. E. Woodworth.

PARRSBORO'.—H. W. MacKenna, P. F. Lawson, James W. Day, E. R. Reid.

MIDDLETON, N.S.—Percey Bentley, W. G. Parson.

WESTVILLE, N.S.—A. R. Munro.

CHATHAM, N.B.—W. S. Loggie, D. G. Smith.

SUSSEX.—W. J. Mills, C. G. Armstrong, W. B. McKay, C. D. Davis.

WINDSOR, N.S.—Clarence H. Dimock, W. Kerr Dimock, J. W. Blanchard, Dr. J. B. Black.

WOLFVILLE, N.S.—Dr. DeWitt.

ST. STEPHEN, N.B.—Fred Ham.

NEW GLASGOW.—John Underwood.

CANNING, N.S.—W. Rand.

Just preceding the calling of the meeting

next year," wrote the secretary. The Stellarton board also wrote regretting inability to send representatives. Mr. D. G. Smith, of the Chatham board wrote, "We expect to have the board meet here next year."

"I am glad," remarked the president, "that we have an invitation from at least one place."

Among other letters read was one from Mr. D. J. McLaughlin, of the St. John, N.B., Board of Trade, in which he regretted that as he was compelled to go to Minnesota he would be unable to attend the convention.



A View of Kentville from Academy Hill.

The first session was held on Wednesday evening. It was 8.30 o'clock when the president called the meeting to order, with the remark: "Gentlemen, I think the hour has now arrived when we should proceed to the business of the sixth annual session of the Maritime Board of Trade. I will now request the secretary to call the roll."

Secretary Calkin read the roll and the following delegates were reported for their respective boards of trade:

ST. JOHN, N.B.—W. M. Jarvis, C. W. Bostwick, L. G. Crosby, F. C. Allison, R. B. Emerson, J. Wilard Smith.

HALIFAX, N.S.—W. A. Black (president), J. E. De Wolfe, Geo. J. Troop, C. M. Creed (secretary), E. G. Smith, F. C. Simson, J. A. Chipman, J. Taylor Wood, J. P. Longard, I. C. Stewart, E. F. Stevens, George A. Boak, A. E. Jones, Senator Power, George Mitchell, M.P.

KINGS COUNTY.—P. Innes (president), J. Hubbard, Ralph S. Eaton, A. Bishop.

to order, the following were invited to seats on the platform: Ex-presidents of the board, George J. Troop, Halifax, and W. M. Jarvis, St. John; Mayor Loggie, Chatham, N.B., and W. A. Black, president of the Halifax Board of Trade. President DeWolfe had Mr. Troop at his right and Mr. Jarvis at his left, and as he took his seat between them he remarked facetiously, "We divide Halifax and St. John because it is not safe to have them together."

There was a general laugh amid which Mr. Jarvis arose and facetiously remarked that there would be no danger at all were he and Mr. Troop put side by side.

COMMUNICATIONS.

A letter was read from the Lunenburg Board of Trade, regretting inability to send delegates. "But we will be there

"OLD HOME WEEK."

In a letter which was read from Mr. W. S. Fisher, of St. John, there was the following:

In connection with the subject of better accommodation for tourists, it has been suggested that along these lines it might be well for the gathering to discuss the question of "Old Home Week," such as they have been having this week in Portland, Maine. It seems this idea was first originated in New Hampshire, and has been gradually extending. I presume you are aware of what it means. If not, allow me to state briefly that the object sought is to induce all the former residents of the State or Province to visit their old home. For this purpose a week has been set aside and advertised well in advance, when the railway and steamship companies offer for that period extremely low rates and passage from every part of the Union. This naturally brings a large concourse of people back to their former homes, renews acquaintances and keeps them in touch with it, whereas otherwise they would gradually lose entire touch with it. This

revival of interest is a good thing from many points of view which I will not undertake to discuss, but which are apparent on the surface, and the expenditure of money is an important source of income to the community.

Applying this to the tourist question, it would appear that considerable good might be derived from such a movement if once started in the Maritime Provinces, as it would awaken an interest in the minds of many former residents and be an effective means of advertising the country. The matter could be taken up more effectively by all three Provinces working together, for the very good reason that all the transportation companies would in that case be much more deeply interested and their hearty approval and assistance would be absolutely necessary.

Messrs. C. W. Bostwick, St. John, and Percy Bentley, Middleton, were appointed auditors.

THE PRESIDENT'S ADDRESS.

MANY IMPORTANT SUBJECTS DEALT WITH IN AN INTERESTING MANNER.

President DeWolfe, in rising to deliver his annual address, was greeted with applause.

meetings of the executive council. At present no provision whatever is made as to the holding of meetings of the council; and in order to facilitate the work of the board and to keep in touch with and abreast of the changing topics and circumstances of the times, it would appear desirable to provide for, say, regular quarterly meetings of the council, and additional special meetings when necessary at the call of the president. My personal experience and that of the secretary, during the year just closed, point to the necessity of more frequent consultation with the council.

WORK OF THE YEAR.

The work of the board during the past year has been mainly of an educative and organizing character, with a view to arousing public interest and stimulating the formation of local boards of trade in places which are not so represented. In this connection a number of official circulars have been issued giving such explanations and offering such suggestions and observations as seemed to be necessary for the information and guidance of those interesting themselves in organizing such boards.

A circular was also addressed to the mayors of incorporated towns in which there were no boards, with the view of securing their cooperation, and pointing out the advantages which, in many ways, would accrue to a town from the combined action and deliberations of its foremost business and professional men. This entailed a wide and voluminous correspondence with all parts of the Maritime Provinces and has resulted in the establishment of local boards of trade during the year in Yarmouth, Canning, Bridgewater, Liverpool, Digby, Stellarton

and it is suggested that, in order to meet such cases, of which there are many in the Maritime Provinces, and to take full advantage of the advantages of board of trade, the board should respectfully petition Parliament to amend the Act by substituting a population of 1,000 or 1,200 in lieu of the 2,500 at present.

SOME STATISTICS.

Before passing from the subject of the importance of the increasing interest that is being taken in, and the solid advantages that are derived from the active, intelligent and patriotic work of boards of trade, I may be permitted to quote a few figures as to recent progress. There are now 138 boards of trade in Canada, of which no less than 41 are in the Maritime Provinces, viz.: 27 in Nova Scotia, 11 in New Brunswick and 3 in Prince Edward Island. In Nova Scotia, Manitoba and British Columbia the number has doubled within the last four years. A year ago out of a total of 30 boards in the Maritime Provinces, 20 were affiliated with the Maritime Board, and 16 were represented by delegates at the annual convention. This year out of a total of 41 boards, 26 have been affiliated and no less than 16 are represented by the delegates at this meeting. It will be seen that at present Nova Scotia is largely ahead of New Brunswick and Prince Edward Island, probably because the matter has been more fully and consistently advocated there, but this is a disparity which will no doubt disappear in the course of time as the beneficial work of existing boards becomes more generally recognized, and the advantages of mutual cooperation more generally known.



Site of the "Royal Oak," Kentville, where Queen Victoria's father lived for a short time.

GENTLEMEN OF THE CONVENTION:

In presenting this, my annual address, I venture at the very outset to bespeak your generous indulgence for its deficiency, and your benevolent criticism of its shortcomings. I am fully conscious of the serious disadvantages under which I labor in coming after the masterly, instructive and comprehensive address of my able and respected predecessor in office, Mr. Jarvis, at the magnificent convention in St. John last year—an address which I can neither hope nor pretend to emulate. At the same time I may, without presumption, add that while fully recognizing my own limitations, I yield to no man in the sincerity of my desire, and in my efforts, such as they are, for the furtherance of the work, the extension of the benefits and the enlargement of the usefulness of the Maritime Board of Trade.

MEETING OF COUNCIL.

The question of expense has hitherto been a bar to the holding of more frequent meetings of the executive of the board, and the same is true to some extent as regards the general meetings of the board itself. While the board was in the experimental stage no very definite regulation in this respect could well be adopted, but now that it has become so firmly established and has so thoroughly and successfully vindicated its usefulness and its influence, it is suggested that the time may be opportune for amending the constitution, at least as regards

and Westville in Nova Scotia, and Summerside and Souris in P. E. Island, all of which except Summerside have become affiliated with the Maritime Board. I exceedingly regret being unable to report any new organizations from the important Province of New Brunswick, but much good work has been done there, in which your board was heartily seconded by the St. John Board and which will no doubt bear fruit in due season.

AMENDMENT OF THE BOARD OF TRADE ACT.

The Dominion Act "respecting the incorporation of boards of trade" provides that there must be a population of not less than 2,500 in any district in which a board of trade may be incorporated. In many cases we have found that this provision acts as a bar to the formation of a board of trade. There are many towns in the Provinces the population of which is less than 2,500 which nevertheless carry on a considerable business, and are none the less interested in the general welfare and progress of the community and in which the organized action of its best citizens working for the common good could not fail to be of great material and moral advantage. In all such cases I have recommended that towns with a less population than 2,500 should either form their board of trade without asking for its incorporation, or should take in sufficient of the county to form a district with the required population and thus secure incorporation. It is obvious, however, that neither alternative is quite satisfactory,

ANSWERING INQUIRIES.

A highly important feature of the work of your executive, and one calling for the exercise of sound judgment, experience and discretion, is the answering of inquiries and furnishing information on almost every imaginable subject connected with the business, trade, industries, resources, capabilities, transportation facilities, soil, climate, amenities and so on of these three Provinces. These inquiries are not merely interprovincial, as between the Maritime Provinces or as between the Maritime and the other Provinces of the Dominion, but to a considerable extent they may be said to be interimperial, coming as many of them do from the Mother Country and her other colonies, even so far away as Australia. This bespeaks a growing recognition of the community of interests, and a quickening of the pulses and the broadening of the aims of commerce within and throughout the Empire. In order, therefore, that the Maritime Board should at all times be in a position to furnish accurate, intelligent and reliable information in answer to the inquiries which come to it, it is of prime importance, that, 1st—every local board should be affiliated with it and be represented on its council; and, 2nd—that every local board should file with the Maritime Board a copy of each annual report or address of its president, together with such other data as to the trade, progress, prospects, and requirements of its district as may be called for

from time to time. In this way the Maritime Board would be kept continually and continuously in close touch with every varying phase and development of Maritime industry and enterprise; would accumulate a fund of valuable information and statistics, readily available for any purpose; and would be in a position to efficiently and intelligently perform one of its most important functions, viz., to furnish authoritative information regarding any and all parts of these Provinces to the capitalist, manufacturer, the trader, the workman and the immigrant.

BUREAU OF INFORMATION.

I would go further than this, and would respectfully suggest for your consideration the propriety of instituting a Bureau of Information in connection with and under the control of the Maritime Board of Trade. If we would hold our own in the ever-growing, swiftly rushing tide of competition which confronts and envelops us on every side we must bestir ourselves and claim before the world that place and precedence to which our commanding geographical position, our temperate climate and fertile soil, and our splendid natural resources of the field, the forest, the mine and the sea entitle us. Less than ever nowadays is there justification for hiding our lights under a bushel or tying up our talents in a napkin. Therefore, I think that in addition to answering such inquiries as come to us, our Bureau of Information should take up the ground heretofore intermittently occupied by our respective Governments and prepare and distribute in likely quarters booklets and literature regarding the industries, resources, capabilities and prospects of our magnificent Provinces. To this end I would suggest that for the reason that we are a thoroughly representative non-partisan and non-political body, whose sole primary aim is to promote and foster the industrial enterprises, encourage the development of the resources, and aid the extension and expansion of the trade and commerce of the Maritime Provinces, this board should respectfully memorialize the three Governments for an annual grant to enable it to carry on this important and necessary work in the manner and on a scale commensurate with the magnitude of the interests involved. I venture to think, having regard to all the circumstances, that this board could perform the work more economically and to better advantage than it could be done separately by the three Governments.

TOURIST TRAVEL.

In view of the importance which attaches to the encouragement of tourist travel to these Provinces, it was deemed advisable to issue a circular on the subject embodying the resolution passed by the board at its last convention. The rapid and splendid facilities for intercommunication which are now available by rail and steamboat lines, induce, year by year, an increasing influx of summer visitors, to the manifest advantage, direct and indirect, of these Provinces. Concurrently with the expansion of this business, great improvements in many instances have been made in the hotel and boarding house accommodation. There is still, however, much room for improvement, and I would again press upon delegates the desirability of providing good and ample accommodation for this class of travel. Other things being suitable and in keeping, and the manifold natural beauties and picturesque scenery which abound in these Provinces, coupled with their historic and romantic associations, will attract still larger and larger numbers to enjoy the cool invigorating breezes of our shores. And it should be remembered that everyone who has been well treated goes away thoroughly delighted and becomes for the future one of our best and cheapest advertising agents. Besides which this frequent intercourse tends to make ourselves and our country better known, and explodes the idea that ours is a worthless and barren terra incognita.

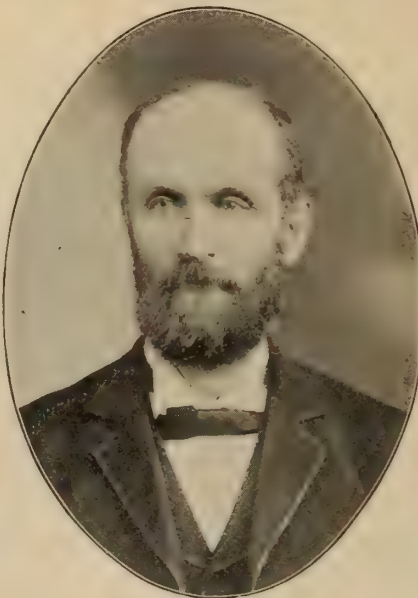
COUNTY BOARDS OF TRADE.

Kings county, Nova Scotia, is the only county in the Maritime Provinces, and, as far as I know, in the Dominion, in which a board of trade has been organized. This board has been doing very useful and efficient work, more especially in connection with matters affecting agricultural interests, and it has adopted the highly commendable plan of holding its meetings alternately at different centres in the county. Now, the agricultural, if not the most, is at the least one of the most important industries in these Provinces, and while the Fruit Growers' Association, Farmers' Association, the Stock Breeders' Association, and the Farmers' Institute have done and are doing much useful and valuable work for the advancement of agriculture and the improvement of agricultural methods and processes, still I think it cannot be denied that a live and energetic board of trade in each county holding

frequent meetings in different localities would do much more to arouse and keep alive the interest and to stimulate the activity of the agricultural community. The stress of modern competition presses as heavily and tells as keenly upon the agricultural as upon any other industry, and accordingly it would appear that the formation of county boards of trade with the objects of improving the condition, protecting the interest, increasing the production, and enlarging the markets of the agriculturist, would be a step in the right direction, leading to large benefit results.

COLD STORAGE.

For instance, one of the questions which might very appropriately engage the attention of county boards and upon which their deliverances would be of importance and value is that of cold storage. The transport to and the placing upon the markets of the world of our unrivalled agricultural and horticultural products in a sound, fresh, untainted and attractive condition has become for us one of the most important questions of the time, on the proper solution of which will depend to a large degree the future development and expansion of our productive energies. What has been done for the products of distant New Zealand and Australia surely can be done, and certainly ought to be done, for the perishable and delicate products of our Provinces. The wide range and admitted excellence of our products and our proximity to the British markets, by reason of our favorable geographical position, should give, and, under proper



The President—Mr. W. S. Loggie,
Chatham, N.B.

conditions of handling and transit, would give us a commanding and remunerative position and lead to extraordinary development along the lines of agricultural and horticultural industries and enterprises. What is needed to secure and maintain this position beyond all question of rivalry and competition is a cheap and efficient cold storage equipment on our railways at our ocean seaports and on our trans-atlantic steamship lines. To attain so desirable and necessary a consummation, our best efforts should be directed.

FAST ATLANTIC SERVICE.

The subject of the establishment of a fast Atlantic mail and passenger service between Canada and Great Britain has been more or less under consideration and discussion during the past few years, and I observe that it is among the matters that are to come before the present convention. It is to my mind a question of the very greatest importance to Canada, and especially to these Provinces. Rapid transit for mails, passengers and certain kinds of freight has come to be an essential necessity of our times, and every consideration points to the policy, the wisdom and the common sense of passing our own traffic through our own magnificent gateways, which are among the most accessible, secure and commodious on the whole Atlantic seaboard, rather than divert it through and help to build up foreign and competitive ports. Powerfully established enterprises and rival interest, together with doubts as to the remunerative character of the undertaking have hitherto prevented the establishment of such a fast and perfectly equipped line as a rapidly de-

veloping vitality of our national life and the circumstances and exigencies of the times demand. I am of those who believe, that given the necessary facilities and accommodation, trade as surely and invariably follows the route as it follows the flag. We can all remember when the Canadian Pacific Railway was being projected, the chorus of pessimistic alarm with which the daring scheme was greeted and the prophecies that it would never earn sufficient to pay for its axle grease. I believe that the establishment of a fast Atlantic service equal to the best in point of speed equipment and accommodation would be equally successful and contribute equally to the advantage, development and up-building of the Dominion. It is clearly inevitable that such a line by the mere force of geographical consideration would command and attract an enormous and ever-increasing traffic and would form not the least important link in the world encircling chain which binds the Empire together.

PREFERENTIAL TRADE.

Among other subjects to which the attention of the convention will be invited, but not the least important and not the least far reaching in its consequences, if consummated, is that of preferential trade within the Empire. It is a subject beset with many difficulties and regarding which there are wide divergencies of view. It is a notable fact that of recent years the trend of public opinion, both in Great Britain and the Colonies, has been steadily converging towards this end, accelerated by the amazing development and rapidly-growing competition of foreign countries in every branch of commercial industry and production. It seems clear that we are on the eve of great economic and commercial changes, and it is obvious that the adoption of the principle of preferential trade within the Empire would lead to an enormous development in every branch of agricultural industry throughout Canada.

LEGISLATIVE UNION.

The question of a legislative union for the Maritime Provinces has at various times been a subject of public discussion, which, so far, has been barren of any practical results. The question will again be a matter of consideration at this meeting, and it is hoped that its ventilation will tend to forward the movement a stage or two. It needs little or no argument to show that such a union would lead to great and radical economy in legislative and administrative expenses, would tend to larger and better practical results by reason of the combination and concentration of public institutions, would create a broader conception and a wider recognition of the identity of our material interests, would allay petty jealousies which have hitherto clogged our progress, and would give us a solid and important political entity which would command no mean weight and potency in the Parliament of Canada and the councils of the nation. These are results that are undoubtedly within our achievement whenever the people of these Provinces make up their minds to have them. The progress may be slow, because the established interests and traditional associations to overcome are important and deep rooted. But we are not altogether standing still, and in various ways the Provinces are coming closer together. A very important step forward has been taken in the proposal for the establishment of a Maritime College of Agriculture and the Maritime Technical Training College, under the joint auspices and aid of the Maritime Governments. The successful and harmonious working of our own board is another encouraging instance of progress being made.

OTHER MATTERS.

Various other subjects will come up for discussion at this meeting which cannot be referred to now without overswelling the limits of this address, notably among which is that dealing with the amazing development of the coal, iron, steel and allied industries now in progress, which bids fair to convert the northeastern corner of Nova Scotia into a populous hive of industry, the future of which no man can foresee. It will be noted that none of the subjects are of merely local importance, it being a sound rule to leave all such matters to be dealt with exclusively by the local boards, reserving for the cognizance of this board subjects of provincial, interprovincial and national importance.

THE LATE MR. DWYER.

While we have reason to congratulate ourselves upon the progress which has been made, and the gratifying measure of success which has attended our efforts, we have, I regret to say, one great and irretrievable loss to deplore in the lamented death of the late Michael Dwyer, Esq., of Halifax. Mr. Dwyer was one of the foremost and most active promoters and founders of the Maritime Board of Trade; he took a hearty personal interest in all its

business and proceedings, and his wide experience, acute intelligence and matured judgment were at all times freely, fully and cheerfully at our service. I therefore think it would be proper and becoming for this board to place formally on record an expression of its appreciation of the eminent services rendered to it by the deceased gentleman, and of the all but irreparable loss it has sustained by his premature and unexpected death.

SOUTH-AFRICAN WAR.

Since last convention the British Government was forced into a war with the Boer Republics, in order to repel an invasion of British territory and to redress the grievances and secure the rights and liberties of British subjects. The outbreak of the war gave the signal for a remarkable and significant exhibition of patriotic loyalty throughout all the colonies and dependencies of the Empire, each vying with the other in their offers of aid to the Mother Country. The Government of Canada equipped and dispatched to South Africa two contingents of over 1,000 each composed of volunteers from all branches of the service, and Lord Strathcona and Mount Royal at his own expense equipped and sent out a body of 500, known as Strathcona's Horse. We have all followed with keen interest their career in the field, and we have read from time to time with a glow of pride how with intrepid valor they sustained the honor of their country in many a desperate battle, winning the laurels of victory and earning unstinted commendation on all hands from the Field Marshal Commanding downward. But war has its dark as well as its bright sides. Our own Provinces furnished their quotas of gallant volunteers, and while we rejoice with the surviving victors we none the less remember with sorrowing pride that some of our best young blood was spilt and some of our noblest young lives went out on the far South-African, veldt in defence of Britain and for the honor and glory of their native land. Their deaths will not have been in vain, but will, I firmly believe, be a shining mark for future generations of one of the most remarkable turning points in the long and glorious history of the British race and the British Empire.

CLOSING REMARKS.

Before closing this address, I feel it not less a pleasure than a duty to refer to the valuable services of Mr. Calkin, your secretary-treasurer for the past year. He has been not merely assiduous but indefatigable in the performance of the duties devolving upon him, which have now grown to be of considerable importance and volume, and he has brought a zeal and enthusiasm into the work which were both infectious and refreshing. I am indebted to him for much useful assistance and information; and in this respect my thanks are also due to many members of council, and to officials of the local board of trade. Nor must I omit to acknowledge, here and now, our obligations to the regular press and to the trade journals of the country for the copious space they have devoted, or, I might say, donated, and the prominence they have given to reports of the proceedings of your board and the several local boards. By this means a general interest has been created in and an impetus has been given to our work which has been of incalculable service and is bearing good fruit from day to day.

I feel that I have trespassed too much and too long upon your time and patience, and will now conclude by expressing the hope that the result of your action and deliberation at this meeting will mark another step forward in the history of the board, and will tend to still further broaden its scope and extend its usefulness; to still further justify its claims to represent the concrete intelligence, experience and judgment of our foremost practical business men on all subjects affecting the material interests, progress and prosperity of the Maritime Provinces and of the Dominion; and to still further illustrate the supreme advantage of working together in harmony, board with board and Province with Province, to foster and promote our common objects and our common aims.

The president was greeted with loud applause as he took his seat, and, on motion of Mayor Loggie, of Chatham, the report was received, and a hearty vote of thanks conveyed to Mr. DeWolfe for the excellent address delivered by him.

THE PRESIDENT'S REPLY.

"I may say," remarked the president, as he arose to acknowledge the vote, "that I

am very much obliged, and I only hope that when I vacate this chair the work will be easier for my successor. The secretary and myself have spent many hours trying to work out what we thought would be for the best interest of the Maritime Provinces. I am very much pleased to see such a representative gathering. Mr. Jarvis in his annual report last year congratulated the convention on its representative character. I am much pleased to say that the gathering here to-day is even more representative than that which we had in the winter port last year. I am glad that the delegates have, by their presence, proved that the Maritime Board of Trade has come to stay." In conclusion, he expressed the opinion, amid applause, that a fast winter steamship service would only be brought about through the efforts of the Board of Trade of the Maritime Provinces.



The Past President—Mr. M. G. DeWolfe, Kentville, N.S.

THE SECRETARY-TREASURER'S REPORT.

Mr. G. E. Calkin, the secretary-treasurer, presented his annual report, and it was a most satisfactory one. He pointed out that there were 26 boards of trade out of 40 in the three Provinces that were affiliated with the Maritime Board of Trade. Last year 20 were affiliated. The number of boards represented at the present convention was 16, the same as last year. The reason the number was not larger was that some of the most important boards in the Maritime Provinces, and ones which had hitherto always sent representatives, were, through unforeseen circumstances, unable this year to send delegates. He spoke of the difficulty he had experienced in getting the officers of some of the boards to reply promptly to his communications, and urged a reform in that respect. Within the Mari-

time Provinces there were many men of marked ability connected with the board who could do a great deal to advance the interests of not only that part of the country, but those of the Dominion as a whole. He favored the appointment of a permanent secretary, although under no circumstances would he accept the office himself.

The finances, he said, were in a much better condition than last year. More money came in, and there was more on hand. Still, some of the boards had been careless in remitting their per capita tax. The receipts during the year totalled \$117, which was larger than in any previous year. The expenditures during the year were \$32.50. Taking the amount carried forward from last year, the balance at present in his hands is about \$140.

There are in the Maritime Provinces 41 boards of trade, of which, as already pointed out, 26 are affiliated with the Maritime Board. There are 3 boards in Prince Edward Island, 11 in New Brunswick and 27 in Nova Scotia. The boards in the three Provinces, alphabetically arranged, are as follows:

Amherst, N.S.	New Glasgow, N.S.
Annapolis, N.S.	North Sydney, N.S.
Berwick, N.S.	Pictou, N.S.
Bridgetown, N.S.	Parrsboro', N.S.
Bridgewater, N.S.	Springhill, N.S.
Charlottetown, P.E.I.	Sydney, N.S.
Canning, N.S.	Stellarton, N.S.
Chatham, N.B.	Souris, P.E.I.
Digby, N.S.	Summerside, P.E.I.
Dartmouth, N.S.	St. John, N.B.
Fredericton, N.S.	St. Andrews, N.B.
Halifax, N.B.	St. Stephen, N.B.
Halifax, N.S.	St. Martin's, N.B.
Kentville, N.S.	Sussex, N.B.
Kings County, N.S.	Truro, N.S.
Londonderry, N.S.	Woodstock, N.B.
Liverpool, N.S.	Windsor, N.S.
Lunenburg, N.S.	Wolfville, N.S.
Middleton, N.S.	Westville, N.S.
Moncton, N.B.	Yarmouth, N.S.
Newcastle, N.B.	

The report was received, as was also the report of the auditors, which found the accounts correct.

SUBJECTS FOR DISCUSSION.

The following were appointed a committee to arrange the order in which the subjects for discussion should be taken up: Messrs. J. E. Woodworth, Berwick; W. S. Loggie, Chatham; A. J. Smith, Halifax; H. Wickwire, Kentville; J. Hubbard, King's County; Percy Bentley, Middleton; W. M. Jarvis, St. John; A. R. Munro, Westville; W. J. Mills, Sussex; H. W. MacKenna, Parrsboro'; Dr. Muir, Truro; J. W. Blanchard, Windsor.

Mr. J. E. DeWolfe suggested that, as a number of delegates would not be present till the following day, the committee only bring in a partial report.

Secretary Calkin: "For Mr. DeWolfe's information allow me to say that there are only 11 subjects, so far, to be submitted, instead of 22 last year—just one less."

A short discussion took place in regard to the time to be allotted for the different subjects. Some wanted it limited to half an hour, but it was pointed out that, accord-

ing to the by-laws, no one could speak on one subject more than 10 minutes. This was thought to be safeguard enough for the time being, and the matter was allowed to drop.

The convention adjourned at 10.50 p.m. to meet on Thursday morning.

THURSDAY'S SESSION.

The convention met at 10 o'clock on Thursday morning.

Mr. W. M. Jarvis presented the report of the committee on order of business. It read, with subsequent additions, as follows :

1. Preferential Trade within the Empire.
2. Development of Canadian Trade with the West Indies.
3. Municipal Ownership of Electric Light and Street Railways.
4. Better Hotel and other accommodation for Tourists.
5. How can we improve our Laws with regard to Statute Labor ?
6. Daily Mail Service between Digby and St. John.
7. What can be done to attract a Desirable Class of Immigrants ?
8. Rates of Freight on Apples.
9. Curriculum of our schools in relation to our industrial and commercial advancement.
10. Development of Iron and Steel Industries.
11. Atlantic Mail Service on the basis of speed.
12. Legislative union of the Maritime Provinces.
13. Appointment of Permanent Secretary.
14. Procuring of a Daily Mail Service between Parrsboro' and Wolfville.

COMMUNICATIONS.

The following telegram was read from Mr. E. C. Hanrahan, president of the Sydney Board of Trade : "Regret exceedingly that circumstances prevent Sydney being represented at your meeting. With best wishes and hoping to have you meet here next time, where our citizens will give you right royal greeting."

A letter was read from J. W. Bigelow, Wolfville, in which was enclosed the following resolution :

Resolved, that the Maritime Board of Trade urge upon the several Provincial Governments the necessity of immediately securing space and making arrangements for a creditable exhibit of the products of the Maritime Provinces at the Pan-American Exposition to be held at Buffalo.

NOMINATING COMMITTEE.

The President : "I think the next order of business should be the appointment of a nominating committee, for the selection of officers for the ensuing year."

Someone remarked that last year the committee on subjects was also appointed to perform the duties of nominating committee.

On motion of Messrs. D. G. Smith and T. C. Allison, the gentlemen composing the committee on subjects for discussion were delegated to also act as the nominating committee, with the addition of the names of Messrs. Fred Ham, St. Stephens, and J. Underwood, New Glasgow.

President DeWolfe took advantage of a lull in the proceedings to extend, on behalf of Mayor Yould, a hearty welcome of the delegates to Kentville. "The courtesies of the town and the best feelings of the citizens are extended to you," declared Mr. DeWolfe.

THE NEW OFFICERS.

The nominating committee had in the meantime retired, and after an absence of half an hour or more presented the following list of officers :

President—W. S. Loggie, Chatham, N.B.
Vice-President for Nova Scotia—Dr. Muir, Truro.
Vice-President for P.E.I.—Horace Haszard, Charlotte-town.
Secretary—D. G. Smith, Chatham, N.B.

The announcement was greeted with applause, and, on motion of Messrs. W. M. Jarvis and H. W. MacKenna, the report of the nominating committee was unanimously concurred in.

Mr. G. M. DeWolfe : "I am very much



The Secretary-Treasurer—Mr. D. G. Smith, Chatham, N.B.

pleased to welcome the new officers, and I take pleasure in asking the new president to take the chair and relieve me of my duties."

Amid applause Messrs. Loggie and Dr. Muir were escorted to the platform, and Mr. D. G. Smith to the secretary's desk.

"Before I take the chair," began the new president, "allow me to move a hearty vote of thanks to Mr. DeWolfe for his excellent work as president during the past year." (Hear, hear.) "I am sure Mr. DeWolfe will take the same interest and will lend all the help he can to the new president, and will do all he can, as in the past, to advance the interests of this board."

Mr. J. W. Blanchard, Windsor, N.S. : "I have much pleasure in seconding the resolution. I think it comes with good grace from a representative of Windsor to do so, seeing that Mr. DeWolfe has done so

much to help create a board of trade in Windsor."

This motion was also carried by a standing vote.

Retiring President DeWolfe, in acknowledging the vote of thanks, spoke in part as follows : "I feel very grateful to you, gentlemen, for having extended to me a very hearty vote of thanks. I have left no stone unturned in trying to advance the interests of the Maritime Board of Trade. At the same time I realize that I have made a great many mistakes. As I said last year, I was following in the steps of old and tried veterans. I do not know of any position in the Maritime Provinces in which there is so much to gain or to which so much honor is attached as that of president of the Maritime Board of Trade." (Hear, hear.) "To see the way in which the representatives yesterday and to-day have worked for the good of the Maritime Provinces and for the good of the Dominion of Canada is something to be proud of. I have on my right the father of the Maritime Board of Trade. I have reference to Mr. Troop. He has never missed but one convention, and that was last year in St. John, when an accident prevented him putting in an appearance. The time has come when the Maritime Board of Trade is a power in the land, and the Government does not cast aside any resolutions or letters addressed to it from this board. I have much pleasure in resigning my position to the man whom you have elected, a man who is deeply interested in the Maritime Provinces. In your new officers you have the strongest team you ever had. I look for an earthquake." (Laughter.)

Then a speech from the new president was demanded. But Mr. Loggie declared he would make but a few remarks. And he stuck to his declaration. "Allow me to tender you my thanks for the honor you have conferred upon me in electing me president of the Maritime Board of Trade, an organization which represents the business interests of the Maritime Provinces. We will now proceed to business, as I do not think it is proper that I should take up your time with an address."

Mr. W. M. Jarvis, St. John, moved the suspension of the rules in order that he might introduce a special vote of thanks to Mr. G. E. Calkin, the secretary of the Maritime Board of Trade for the services he had rendered during the year and also that the sum of \$50 be set aside for his use.

The motion was seconded by Mr. Percy Bentley and carried by a standing vote.

Mr. Calkin thanked the board and added : "I have, with all my shortcomings, always taken an interest in board of

trade matters and I always shall." (Applause.)

CHATHAM THE NEXT PLACE OF MEETING.

Mr. D. G. Smith, the new secretary, had in the meantime been quietly sitting at his desk. But a few remarks were now demanded from him. "I thank you," he said, "for the honor you have conferred upon me. I hope I shall be able to do as satisfactory work as has the late secretary. If I can make any improvement I shall try and do so. While I am on my feet I will take the opportunity of moving that the next annual meeting of the Maritime Board of Trade be held in Chatham, N.B."

Just at that moment, a telegram was handed to Mr. M. G. DeWolfe. It turned out to be from the Chatham Board of Trade, inviting the Maritime Board to hold its next convention in that town. There was a

not devolved upon someone else. However, he felt that it was his duty to introduce the subject when called upon to do so. "I regard," he continued, "this question as the most important that looms up before the Canadian people and of this Empire. However little we may now think of the question to-day, as truly as we live

IN THIS GREAT COUNTRY

of Canada, as truly as we have a great country in Australia, as truly as we have nearly one-third of the world's territory, this question will force itself upon our attention until it is an accomplished fact."

He then referred to the free trade movement in England as led by Cobden, and the difficulties the latter contended with. At that time Great Britain had no rivals, except France, Spain and Portugal. He referred to the progress of Great Britain under free

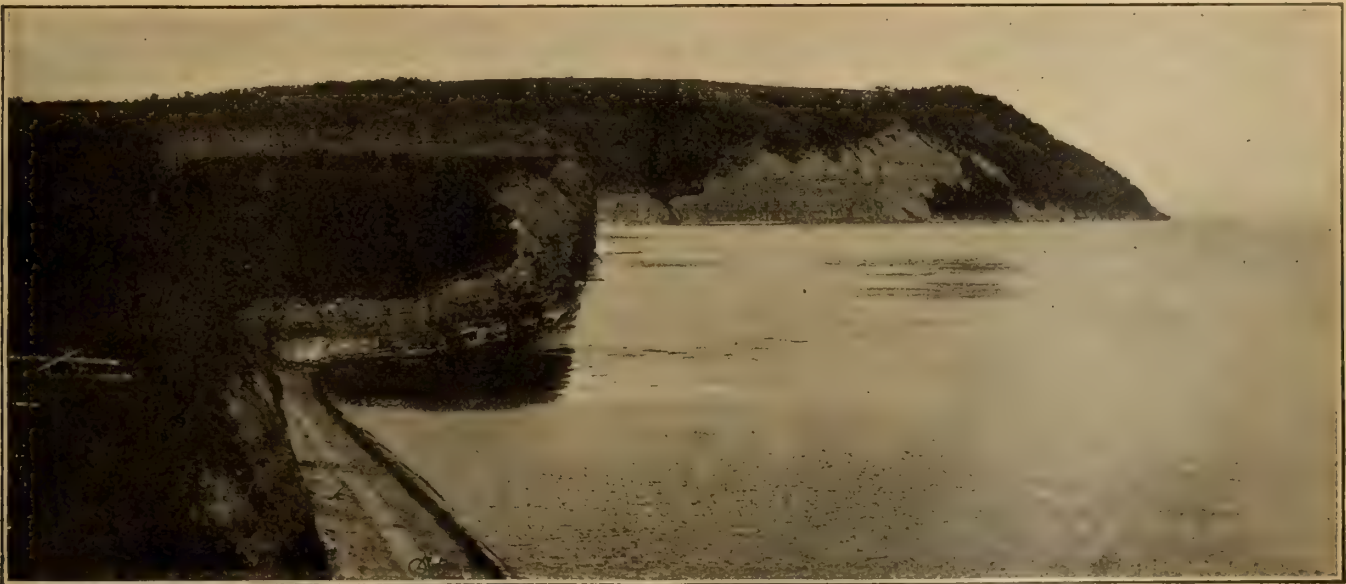
Britain, but the material for the interchange of commodities between all nations."

The aggregate exports of the British colonies were, he said, about \$1,500,000,000 in round numbers as far as his memory served him. The imports were somewhat larger. Of

THAT ENORMOUS TRADE

only about 14 per cent. was with the Mother Country. It ought to be, he declared, 50 per cent. at least. By a simple preferential tariff, foreign countries would be prevented from taking this trade from her.

"How indifferently this matter may be treated to-night or in the near future," he continued, "as sure as we are a living people we shall yet awaken ourselves and help to wake up the Australian colonies and



Blomidon, on the Minas Basin.

laugh among the members at the coincidence.

Then Mr. W. M. Jarvis seconded Mr. Smith's resolution, which was carried unanimously.

The convention adjourned at 12.30 p.m. to meet again at 8 p.m.

In the afternoon, the delegates were taken by vehicles to "Look Out," as guests of the Kentville and Kings County Boards of Trade. Further particulars of this will be found elsewhere.

The evening session was opened shortly after 8 o'clock. There was a good attendance of members.

After routine, the first subject introduced was

PREFERENTIAL TRADE.

The subject was introduced by Mr. J. A. Chipman, Halifax. In doing so, he said he regretted exceedingly that the duty had

trade, and held that up to 1882 no country had made greater progress. Then came in the competition of the United States and of Germany, and, not only in foreign markets, but in the British market itself.

Canada in the years gone by only had a small population, and

COULD SCARCELY FEED HERSELF.

Now things are changed. We have a larger population, and, with our minerals, timber and food products, it is possible for us to supply the British Empire itself.

Referring again to the competition of Germany and the United States in the home, foreign and colonial market, he continued: "Are we to open our markets of the Empire to the competition of the world, while they shut us out with high tariffs and obnoxious bounty systems? I have shown that we have not only the material to supply Great

the West Indian Islands to the importance of this great question." (Applause.)

He then read the following resolution:

Resolved, that in the opinion of this convention mutual preferential trade within the British Empire would greatly tend to cement the unity of the Empire, vastly assist in developing the material resources of the several colonies and dependencies thereof, hold a restraining influence upon immigration, directing it from foreign to countries within the Empire, and conducing to a more equitable system of commercial intercourse between the Empire and the several nations of the world.

Before taking his seat, Mr. Chipman said: "We hear sometimes that Great Britain is afraid of a mutual preferential trade between herself and her colonies and dependencies on account of her large trade with foreign countries. I tell you, gentlemen, that before preferential trade within the Empire was in existence five years the United States and other foreign countries would, to use an Americanism, be hustling

to come in and get a share of the preferential trade." (Laughter and applause.)

Mr. W. M. Jarvis, St. John, said he had much pleasure in seconding the resolution. "It is a question of vast importance," he declared. "And it is

A HAPPY OMEN

when you find such a strong public opinion as now exists among all people in Canada for a continuance of the present preferential tariff with Great Britain." (Hear, hear.)

Without further discussion the motion was put and carried unanimously.

TRADE WITH THE WEST INDIES.

The subject of the West Indian trade was introduced by Mr. I. C. Stewart, of Halifax, who, early in the year, spent three months in the Leeward Islands. He said it was a subject which indirectly interests every merchant and every manufacturer in the Province of Nova Scotia, because "it involves one of our most, if not the most, important of our industries, namely, that of fish. It concerns the counties of Lunenburg, Queens, Shelburne and Yarmouth directly, and it concerns the supply houses and exporters of Halifax almost, if not quite, as seriously."

Continuing, Mr. Stewart spoke in part as follows: "The West Indian trade of Nova Scotia is

ONE OF THE OLDEST SURVIVING INDUSTRIES of our people. I am not as familiar with the early history of the trade as the majority of those present, but anyone who has lived in Halifax for any length of time during the past 10 years cannot fail to have heard of the

GOOD OLD DAYS

when the docks were alive with small shipping and money was easily made by Halifax exporters. We are not doing as large a business to day with the British West Indies as we did some years ago, and further along in my argument I shall have occasion to show why this is so. At present, however, our exports of dried fish to the British West Indies and British Guiana are worth about \$1,250,000 a year. I estimate this from the statistics given in the Trade Returns, which show direct exports of \$811,827. The balance I estimate to be sent to New York, as our exports to New York show a total of \$540,000, much of which, I am informed, is resold to the West Indies. The total value of Canada's dried fish exports in 1899 was \$2,737,000, of which the Province of Nova Scotia supplied \$2,345,000; and of this a little more than two-fifths went directly and indirectly to the British West Indies and British Guiana.

THE SUGAR INDUSTRY.

"I had not been longer among the business people of the West Indies than a few weeks

when I made up my mind that the successful extension of trade between Canada and the West Indies, particularly as regards fish, depends upon the prosperity of the sugar industry; but when I came to consider what Canada could do alone towards assisting the West Indies to put that industry on a sounder basis, I came to the conclusion that we could do but very little. The market for sugar and other West Indian products in Canada is,

UNFORTUNATELY, RESTRICTED,

and it will be many years before Canada is large enough and wealthy enough to consume all that the British West Indies can produce; so it became apparent to me that it was useless to hope for a speedy development of a large trade between Canada and the West Indies. But, as I thought more carefully, more deeply on the matter, it occurred to me that we might

HELP TO DEVELOP THIS TRADE

by assisting the West Indies to find a larger market, if we could not give them the larger market ourselves. And, recalling the important place that Canada now holds in the councils of the Empire, it began to impress itself upon my mind that Canada might be able to bring to bear some influence upon the Mother Country to induce her to take the necessary steps to provide a market among her consumers for the sugar which the West Indies can produce, and would be producing, were it not for the unfair competition of the bounty countries.

PREFERENTIAL TRADE

within the Empire would settle this difficulty at once, and if I could have my way I would make an arrangement whereby England would give the West Indies such a preference for her products as would insure them a market. In return for this the British West Indies would give a preference for the products of both Britain and her colonies. This would secure Canada the foodstuffs trade of the British West Indies. And, of course, as Canada should not expect to get something for nothing, she in turn would give a special preference to Great Britain."

Mr. Stewart dealt exhaustively with the history of the sugar in the West Indies during the last 200 years, and showed that out of a total of 8,321,733 tons of sugar (5,608,000 tons of beet and 2,700,000 tons of cane sugar) produced in the world in 1898-99, the British West Indies only contributed one thirty-fifth. "The cause of this," he declared, "is the iniquitous policy of the bounty system, which the British Government, whom we are all taught to regard with the utmost reverence, seems disposed to treat with indifference. Were it not for the United States, which

CAME TO THE RESCUE

in 1896 by enforcing countervailing duties on bounty fed sugars, the British West Indies would to day be hovering on the brink, if not already in the pit, of bankruptcy. Is it a position we should view with equanimity that one of the oldest and most loyal colonies of the Empire is now dependent upon the United States, and is asking the Mother Country in vain for that justice which it has from the hands of a foreign nation?

"We have practically lost our market in Porto Rico for our fish, and that of Cuba will soon follow. These, in themselves, mean \$800,000 of a deduction from our fish sales. The British West Indies should have fair play, and Canada, as the strongest colony in the Empire, should see that they get it."

TRADE OF THE LEEWARD ISLANDS.

Mr. Stewart pointed out that the Leeward Islands annually exported about 20,000 tons of sugar and 4,250 puncheons of molasses, of the total value of \$925,000, equal to a total value per head of \$13.26. The total area under cultivation in the Islands he estimated at about 35,000 acres, less than 1-13th of the total acreage of the Islands. The present method of sugar manufacture in the Leeward Islands is

MOST PRIMITIVE

and he had been informed that, with the vacuum process of manufacture, 15 to 20 per cent. more juice would be obtained from the cane.

The consumption of flour by the Leeward Islands is 37,000 barrels annually; of fish, 21,000 quintals; of lumber, 1,500,000 feet; of cheese, 40,000 lb., and of butter, 100,000 lb. He held that by increasing the production of the sugar crop the purchasing power of the Islands would be increased proportionately.

In Barbadoes, he said, the sugar production during the past 10 years had averaged 60,000 tons. The best year was in 1890 when 85,000 tons were produced. "I have been told by the planters," he added, "that although 90 per cent. of the cultivable land in Barbadoes is now under cultivation, that with the introduction of capital and new machinery, which will immediately follow a settlement of the sugar bounties, the Island can easily produce from 110,000 to 120,000 tons per year. So on through the different colonies of St. Lucia, St. Vincent, Trinidad, British Guiana and Jamaica, there is a possible output of 1,000,000 tons; and the same argument which I have made with regard to increasing the consumptive capacity of the Leeward Islands will, to a greater or less extent, hold good elsewhere."

Speaking of the West Indian Islands in general, he said they bought from all sources 650,000 barrels of flour, valued at \$3,000,000; 2,750,000 lb. of butter, valued at \$11,560,000; 900,000 lb. of cheese, valued at \$110,000. The value of the lumber was \$800,000. The total imports of the British West Indies and British Guiana for the last fiscal year were \$32,000,000, and the total exports \$37,000,000. The total population of the British West Indies and British Guiana is 1,650,000, and the per capita imports about \$19.50.

Before taking his seat Mr. Stewart moved the following resolution:

Whereas the British West India Islands and British Guiana are very important markets for Canadian products, and whereas anything which retards the industrial progress of these countries is of serious consequence to Canada;

Therefore, resolved that this convention is in entire sympathy with and cordially supports the

to be raised equal to the amount of the duty. The result has been that our refiners, instead of being able to use West Indian cane sugar, have been compelled to go into the European market and buy beet sugar is cheaper than the United States can afford to pay. The duty in the United States is that much higher than it is in Canada. You can understand that this works to our disadvantage.

"Just as long as these advantages are given to West Indian sugars by the United States, just as long as Great Britain does not put on countervailing duty, and just as long as Canada does not, just as long will we be handicapped in doing business with the West Indies.

NO SUGAR, NO FISH.

"Our not being able to take West Indian sugar means that they cannot take our fish."

25 per cent. of the duty. And, I think, with the preference of 33 1/3 per cent. we shall next year do a better trade with the British West Indies. At the same time, I do not think it will do very much. It will still allow a preference to be given to beet sugar.

RAW SUGAR USED BY CANADIAN REFINERIES.

"At one time the Canadian refineries used only one third of beet-root sugar. Then it was increased to one-half, until to-day they nearly altogether use beet-root sugar for refining purposes."

He referred to the bad effect of the bounty-fed sugar on the refining industry in Great Britain, and, while it was claimed that the jam industry there had greatly benefited as a result of the cheap sugar, yet he did not think it was fair that European countries should be encouraged to put large



Grand Pre Village, N.S.

representations made by British Guiana and the British West Indies to the Imperial Government in favor of countervailing duties on bounty-fed sugars.

Mr. A. E. Jones, Halifax, seconded the resolution. He said that, as the prosperity of the West India Islands depends a great deal upon the sugar industry, it followed that if there is to be any increase in our trade with them there must be an improvement in the condition of the industry. "The price of sugar," he continued, "has been unremunerative for a number of years, and its effect upon the industry in the West Indies has been felt in Nova Scotia. The United States, which are

OUR GREAT COMPETITORS

in the West Indies, saw at once their chance, and, while England stood aloof, they stepped in, and, by putting on countervailing duties, they caused the price of West Indian sugar

Mr. George Mitchell, M.P., quite agreed with what the previous speakers had said in regard to the importance of the West Indian trade. At any rate it could be made one of the most important. "However," he declared, "if an extension of the trade comes it must come largely from the Upper Provinces.

UPPER PROVINCES MUST HELP.

"Unless we get those in the Upper Provinces of Canada to take an intelligent interest in the West Indian trade we cannot expect an extension of trade. We want their cooperation."

He referred to the difficulties under which they, the business men of Halifax, had labored, and added: "It is useless to say that the Government has done nothing. It gave West Indian products a preference of

bounties on sugar, and thus destroy the sugar industry of the British West India Islands.

Mr. J. W. Blanchard, Windsor, N. S.: "Would political union of the West Indies with Canada, in your opinion, be beneficial?"

A COMMERCIAL TREATY WANTED.

Mr. Mitchell: "I am very much afraid that political union with the British West Indies is not feasible at present. I believe it would be a good thing if we could obtain a commercial treaty with the West Indies. That is what we want."

POSSIBILITIES FOR BUTTER AND CHEESE.

Mr. Clarence H. Dimock, Windsor: "What are the possibilities for trade with the British West Indies in butter and cheese?"

Mr. I. C. Stewart, in reply to Mr. Dimock, said that he found that most of the cheese being sold in the West Indies came from New York, and that the cost of the cheese in New York was a little above the price at which similar cheese sold in Canada. The cheese was not as rich as Canadian cheese, but one difficulty with the latter was that it began to crumble after being opened up, while the cheese from the United States sliced nicely. With regard to butter, he said there was a large importation. A great deal of the butter they import comes from France. It is very yellow, is highly salted and comes in kegs. High-grade butter in 1-lb. tins comes from Denmark, France and Italy. "I do not," he said, "think there should be much difficulty in shipping Canadian butter to the British West Indies. In fact, one house in Halifax is already exporting fairly large quantities."

Speaking of the steamship service, he expressed the opinion that the service from Halifax and St. John was as good, if not better, than that from New York.

"The way to do business," concluded Mr. Stewart, "is this: We have got to take hold of the trade, study it out and make up our minds that perhaps for the first few years we will not make money."

The motion was then put and carried unanimously.

RECIPROCITY WITH TRINIDAD.

Mr. George Mitchell, M.P., introduced the following resolution, which, after being seconded by Mr. George E. Boak, was carried unanimously and without debate.

Whereas an offer was recently made by the Government of the Dominion of Canada to the Government of the Island of Trinidad, in the British West Indies, of a reciprocal commercial arrangement, which was declined by the Legislature of said island in favor of a provisional arrangement made with the Government of the United States of America, and

Whereas said provisional arrangement has since been cancelled, and the reopening of negotiations with the Government of Canada is again feasible;

Therefore, resolved that this convention, feeling that great benefit would result to the Maritime Provinces and to the Dominion of Canada generally by the consummation of such an arrangement as proposed, would strongly urge upon the Government of the Dominion of Canada the great importance of the matter, and expresses the hope that nothing shall be lacking on their part towards the bringing about of so desirable a matter.

DOMINION ATLANTIC CAR SERVICE.

Mr. J. W. Blanchard, Windsor, complained that manufacturers and others were put to a great deal of inconvenience through inability to get a proper supply of freight cars on the Dominion Atlantic railway. He knew of one manufacturer who had been anxiously waiting for cars since the spring,

and another had told him that he could use 200 cars if he could secure them. He explained that the resolution he had intended submitting was not ready, as he had not expected the subject to be brought up at as early a stage of the convention.

Dr. Black, Windsor, declared the shortage of freight cars on the Dominion Atlantic railway was a long-standing grievance with the farmers, manufacturers and merchants. "And there appears to be

NO REDRESS

whatever," he declared. "We thought that by bringing the matter to the attention of this board that the Dominion Atlantic railway might be induced to provide the necessary cars. I do not think there is anyone who wishes to be unreasonable in this matter. At times, when apples are being shipped, I think the public would be willing to put up with some inconvenience, but when shippers have to wait month after month for cars it gets to be pretty nearly unendurable. Of course, the Dominion Atlantic railway is the only line upon which they can depend.

THE MONEY OF THE PEOPLE

has gone into the D.A.R., and they naturally expect to have the necessary accommodation."

Mayor Yould, mechanical superintendent of the D.A.R.: "I admit there are times when there are some little delay, but I think the gentlemen who have introduced this subject have been misinformed. A good deal of the freight goes up to Montreal, and no other small railway like ours would dare to allow its cars to go long distances. With the number of cars we have, we have got to depend a great deal on the Government road, and the most of the delay spoken of is caused by the Government road not supplying sufficient cars. And then, in the 800 miles to Montreal, we are only allowed 32 miles of mileage. If we have got to supply more rolling stock we must ask for more despatch in the unloading of cars. But we have

ENOUGH ROLLING STOCK,

provided we get quick despatch. I can assure you that 25 per cent. of our freight cars are lying on the sidings waiting for something to do."

Mr. Yould stated that the D.A.R. had ordered more freight cars in order to increase the apple-carrying capacity of the line and also two new locomotives. Then, in Kentville, they were building six 30-ton cars.

Mr. Blanchard asked Mr. Yould why his company could not supply the 200 flat cars to which he referred.

Mr. Yould: "Where does he want to send the cars?"

Mr. Blanchard: "I cannot say."

Mr. Yould: "If it is to the I.C.R. we cannot send them."

DELAYS ON ENGLISH GOODS.

Mr. M. G. DeWolfe thought it was a serious matter, and he considered it would be well, therefore, to have the manager of the D.A.R., Mr. Gifkins, present, with a view of getting a statement from him. "I understand," he continued, "that it sometimes it takes as long as six days to bring goods from Halifax to Windsor. This is an important matter, especially when English goods were being brought in."

Mr. Blanchard: "It often takes five days."

Mr. Yould: "As far as English goods are concerned, I am not in a position to say anything." He moved that in the absence of the president of the D.A.R. further consideration of the questions under discussion be left over till the following day.

It was so decided.

RAILWAY FREIGHT RATES ON APPLES.

The subject was introduced by Mr. Peter Innes, president of the Kings County Board of Trade and also vice president of the Fruit Growers' Association of that county. In his introductory remarks he referred to the development of the apple-growing industry in Nova Scotia. "A few years ago the production of apples in this Province was very small; last year the production was 500,000 barrels."

He said the burden of his complaint was in regard to the classification. The classification was the same as it was when apples were considered to be a luxury. Apples were in the second class while flour was under the fifth and eighth classes, a classification which was ridiculous, and made a difference, roughly speaking, of 25 per cent. in the case of carriage.

The quantity of flour brought annually from Ontario into the Province was probably about 30,000 barrels, yet, for export alone, 375,000 barrels of apples were shipped from the Province besides which there were, he estimated, about 125,000 shipped over the railways for home consumption. The question therefore concerned an important industry.

The only way in which they hoped to get redress was to take the matter before the Railway Committee of the Dominion Government, and there ask that the classification on apples be made the same as that on flour.

It was eventually decided, at the request of some members, to defer further consideration of the question till Friday when it was expected that President Gifkins of the D. A. R. would be present.

MAIL SERVICE BETWEEN PARRSBORO' AND WOLFVILLE.

Mr. H. W. MacKenna, Parrsboro', said that what was desired was a daily steam-boat mail service between Parrsboro' and Windsor. The distance between those places was only about 20 miles across the Minas Basin, and yet a letter posted in Parrsboro, could not reach Wolfville or any other place in Western Nova Scotia until two days later. It had, for example, to go to Halifax, where it remained over night, going on to its destination next day. In this way it took four days to get a reply. The population of Parrsboro' was only about 200, but the mail matter of 10,000 people passed through there. The matter was also important from the tourist standpoint.

The further consideration of this question was also deferred for a later session.

FRIDAY'S SESSION.

When the convention was called to order on Friday morning the attendance was small, smaller by a great deal than during any previous session, a number of the delegates having returned to their homes by the early trains. At the same time, however, a larger number of delegates were present than is usual on the last day of the convention.

Mr. Jarvis, St. John, stated that the subject of a permanent secretary would probably come up during the day, and, as he would shortly be leaving for home, he wished to say that the constitution provided for the appointment of a secretary. "The secretary for the ensuing year," he added, "has already been elected, so that you cannot appoint a permanent secretary for the present year."

MARINE INSURANCE RATES.

Mr. W. M. Jarvis, St. John, presented the following resolution:

Whereas, the rates of marine insurance in connection with the Maritime Province ports, as fixed by the British marine insurance, are higher than those from the Atlantic ports of the United States of America, and whereas, no such discriminating rates are enforced by United States marine insurance companies, and in the opinion of this board such higher rates are not justified by any disasters which have occurred in connection with Maritime Province ports;

Therefore resolved, that this board, feeling that such discrimination is regrettable, would respectfully request the committee of Lloyds to reconsider the rates charged on risks to or from Maritime Province ports with a view to the modification of the present rates, and that a copy of this resolution be certified by the president and secretary and be sent to the committee of Lloyds.

In speaking to his motion, Mr. Jarvis said the present discriminating rates were of recent origin, and applied to all Canadian Atlantic ports. He did not intend to say anything in regard to the St. Lawrence.

The people interested in that route could look after themselves. "We have, however," he declared, "to point out

THE VERY SMALL LOSS

there has been in connection with the Maritime Province ports, and leave our friends in the West to act for themselves."

He said that efforts had repeatedly been made to have the discriminating rates removed, but without success. "It is only by importuning like the widow we are told about in Scripture that we can hope to secure our rights," he declared.

The inspection of deck loads, he declared to be uncalled for, and as far as the Maritime Provinces were concerned, was unnecessary. The inspection was practically only done in the large ports, while most of the shipments of lumber in the Maritime Provinces were made largely from the small ports. In conclusion, he showed that the losses from steamers running from ports in the Maritime Provinces were practically nil. "And yet," he said, "our ports are being discriminated against in favor of United States ports."

The motion was seconded by Mr. Longard, Halifax.

LINE HAD TO BE DRAWN SOMEWHERE.

Mr. J. Edward DeWolfe, Halifax, said that when some time ago several gentlemen from the Maritime Provinces waited upon the secretary of the committee of Lloyds in London, to protest against the discriminating rates of insurance on the Atlantic coast of the Maritime Provinces, they had been told that the line had to be drawn somewhere, and it was drawn at the State of Maine. Mr. DeWolfe acknowledged that the shipping trade was small on the Atlantic coast of the Maritime Provinces, when compared with that on the Atlantic coast of the United States, yet, to double the insurance rates on steamers running from ports in the Maritime Provinces was beyond all reason.

"That it is unreasonable," he added, "is evident from the fact that marine insurance companies of the United States, who are on the spot, and know the condition of affairs, do not discriminate against the Maritime Province ports. We should keep up the agitation until lower rates are secured."

Mr. M. G. DeWolfe also urged that the agitation should be kept up until the discriminating rates were removed.

Senator Power suggested that a copy of the resolution should be forwarded to Lord Strathcona, the Canadian High Commissioner in London. "I know he is taking a great deal of interest in the question."

Someone suggested that a resolution be also sent to General J. W. Laurie, a member of the British House of Commons, who,

it will be remembered, at one time occupied a seat in the Canadian House of Commons.

After the two suggestions made had been embodied the resolution was carried unanimously.

MUNICIPAL OWNERSHIP OF ELECTRIC LIGHT PLANTS.

Secretary D. G. Smith moved the following resolution:

Resolved that the Maritime Board of Trade opinion that cities and towns should have great care franchises for the production of heat and power by electricity as applied to lighting street railways, etc., retaining same under their own control wherever practical, in order that the public use thereof may be had cheaply, and householders' and other local users' requirements may be economically met.

In speaking to his motion, Mr. Smith said that with the reduced cost of electricity during the past 10 years he thought the time had come when municipalities, where feasible, should own their own electric plants for procuring light, heat and power. He contended that Glasgow, Scotland, was a striking evidence of the benefits to be derived from municipal ownership of electric lights. "If I have been rightly informed, he said," the electric system owned by the municipality of Glasgow has proved so profitable that the city is practically

FREE OF TAXATION.

Mr. M. G. DeWolfe said that municipal ownership of electric plants was a subject that had but one side to it, and he, therefore, had much pleasure in seconding the motion. Glasgow was certainly an example to the world. He thought that if there was any difficulty it might be in regard to small towns.

Mr. MacKenna, Parrsboro': "In reference to small towns, I might say that Parrsboro', which has a population of only about 200, established its own electric plant some three years ago. It has been very satisfactory. Our rates compare favorably with those in any other place. Domestic light is cheaper than in any other place that I know of, and our street lighting is very cheap. There was at first some opposition to the putting in of the plant, but the results have been so satisfactory that the opposition has disappeared."

Mr. J. E. DeWolfe, Halifax, said that he would like to have incorporated in the resolution a clause suggesting that where invested capital in private ownership of electric plants was concerned

ARBITRATORS SHOULD BE CALLED in to fix the compensation, if any, due.

Mr. M. G. DeWolfe, Kentville: "I might say that I am a shareholder in our own local plant. But I believe in the principle that municipalities should own their own electric plant. He was glad,

however, to hear Mr. DeWolfe, of Halifax, suggest that the rights of private capital should be safeguarded by arbitration."

Senator Power said that municipal government in Canada and in the United States was not what it was in the Old Country. Consequently he had grave doubts as to whether it would be desirable that there should be a general operation of electric plants by municipalities. "I think, however,

THAT WHERE POSSIBLE

electric plants should be operated by municipalities," he explained. He thought that in the smaller towns and in villages the conditions were more favorable for municipal ownership of electric plants as there were opportunities for closer scrutiny of the administration.

Mr. Longard, Halifax, pointed out that a few years ago the municipal authorities of Winnipeg put in an electric plant and it had since then obtained power from the Legislature to purchase the plant at present owned by private capitalists.

The resolution was carried unanimously.

D.A.R. QUESTION DISPOSED OF.

The question of the freight car service on the Dominion Atlantic railway traversed from the preceding day, was again taken up. Mr. Blanchard, who had introduced the subject said he was prepared to modify his resolution a little. He then submitted the following resolution:

Resolved that, whereas serious inconvenience has in the past been caused to the farmers, manufacturers, and other shippers by the lack of freight cars on the Dominion Atlantic Railway, that this board request the company to supply freight cars as speedily as possible.

The resolution as he originally drew it up called upon the D. A. R. "to speedily remedy the difficulty by the addition of more freight cars." The above resolution, it will be noted, merely asks the railway company to "supply freight cars as speedily as possible."

Senator Power referred to the delay caused by cars not being quickly unloaded, and considered it was a question which the Intercolonial would yet have to consider.

After Mayor Yould had spoken much along the same lines as on the previous day, the motion was put and carried.

HOTEL ACCOMMODATION AND TOURIST TRAVEL.

Mr. Frank C. Simson, Halifax, in introducing the subject of better hotel accommodation in relation to tourist travel, said he regretted that the gentleman, Mr. G. E. Faulkner, who was to have brought the matter up, was unfortunately absent. He read a letter from that gentleman, in which the opinion was expressed that the Commer-

cial Travelers' Association could probably do more than the Maritime Board of Trade in bringing about better hotel accommodation.

Continuing, Mr. Simson said: "I, myself, was identified with the hotel committee for many years, and I trust that some good work was done. The drawback we found in accomplishing anything was that the parties who had complaints to make would not take the trouble to put them in writing before the committee, although strict secrecy was promised, and then we would have had something to work upon. In this work we have never asked the hotelkeepers for any better than the ordinary rates, but rather looked for comfort, cleanliness, and sanitary conveniences. The Dominion Travelers' Association now makes the list of hotels for all Canada, but they appoint a hotel in every town, whether the hotel is worthy of patronage or not, which, in my opinion, is a mistake. The travelers' association would hail with pleasure the aid of the merchants in the towns, for they can do as much as the travelers themselves. There is no doubt that the increased tourist trade in the Maritime Provinces must be a boon to the merchant. The more attractive the local hotels can be made, the greater number they can attract. A matter, perhaps, equally important is that of good roads. No doubt, to the large number of tourists who bring their wheels with them, the comforts of moving about are most important. I desire to make this motion:

In view of the large number of visitors who are among us during the summer season, it is advisable that the members of the local boards of trade take particular interest in the condition of the hotels in their vicinity.

Mr. M. G. DeWolfe, Kentville, said that more tourists were coming to the Maritime Provinces every year, and they wanted better hotel accommodation. "The Maritime Provinces were being referred to in the press a great deal for what they were doing to attract tourist travel, and he especially complimented MacLean's trade journals for the articles which they were from time to time publishing in regard to the question. "It was," he declared, "imperative that better hotel accommodation should be provided. The tourist trade is a valuable one," he said. "It is all cash and no credit." He suggested that the subject should be referred to the council of the Maritime Board instead of to a special committee."

Mr. Simson said he was quite willing to have the matter referred to the council.

Mr. I. C. Stewart was of opinion that the solution of the problem was larger hotels, and where large hotels could not be made to pay it would be a good thing to have comfortable homes among private

citizens to which tourists could be directed. Senator Power said he thought the question was one which scarcely comes within the province of the Maritime Board of Trade.

Mr. J. E. DeWolfe, Halifax, took exception to the remarks of Senator Power. In his opinion it was quite within the province of the Maritime Board of Trade to consider the hotel question in its connection with tourist travel. Tourist travel in the Maritime Provinces was a most important question and one which greatly concerned business men. In the State of Maine tourist travel was worth at the very least \$14,000,000 annually. The delegates present at the convention should return to their respective towns determined to make them attractive to tourist travel.

"Over 3,000 tourists," said Mr. DeWolfe "are arriving weekly at Yarmouth by steamer, 1,500 at Halifax by steamer, while at least 500 are coming in by train. Here you have at least 5,000 tourists who are coming into the Province of Nova Scotia alone every week during the tourist season. Some idea of how valuable this tourist travel is may be gathered when one considers that each tourist leaves at least an average of \$20 in the country."

Mr. M. G. DeWolfe urged continued agitation until the desired object was obtained.

The resolution was adopted and the secretary was instructed to send a copy thereof to every board of trade in the Maritime Provinces.

BETTER COUNTRY ROADS.

The question of ways and means to secure better country roads was introduced by Mr. Ralph S. Eaton, of the Kings County Board of Trade, who presented the following resolution:

Whereas it is recognized very generally that a decided improvement is needed in the condition of our public roads,

Whereas the present system of repairing and maintaining our roads under the direction of surveyors of small districts who are appointed annually, who, as a rule, have little knowledge of the best principles of roadmaking, who are usually unable to use to the best advantage the statute labor represented by the district, and are unfamiliar with the need and use of new road machinery.

Therefore, resolved that in the opinion of this board it is desirable that the public roads throughout the Maritime Provinces should be supervised by a competent permanent officer, who shall have the responsibility for the roads throughout a larger district, such as a county.

The resolution was seconded by Mr. J. W. Hubbard and carried.

MAIL SERVICE BETWEEN ST. JOHN AND DIGBY.

Mr. Percy Bentley, Middleton, presented the following resolution:

Whereas, the present postal and passenger service between Digby and St. John is deemed inade-

quate to the requirements of the business people of western Nova Scotia and of the traveling public ;

And whereas, it is the opinion of this board that a daily service throughout the year, with close connections with the C.P.R. trains, would prove a great benefit to all concerned ;

Therefore resolved, that this Maritime Board of Trade present a memorial to the Federal Government praying that a sufficient increase of subsidy be granted to enable the present company to establish a daily mail and passenger service throughout the year between St. John and Digby, with close connections at each of said ports.

Speaking in support of his motion, Mr. Bentley explained that during four months of the year the Prince Rupert made daily trips between St. John, N.B., and Digby, N.S., and during the balance of the year three trips weekly. During the eight months of the year when the steamer only made three trips weekly a great deal of delay was caused in the transmission of the mail, an important matter to business men. The only way to get the desired daily service

caused the resolution last year to be withdrawn."

Mr. J. DeWolfe : "Before we can intelligently vote on this question we should have some statistics to show whether traffic warrants a daily service."

Mr. Bentley said that while the St. John delegates had, last year, influenced the withdrawal of the resolution similar to that then before the convention, Mr. Jarvis, of St. John, would have, this year, seconded his motion had he not been compelled to return home. As far as statistics regarding the traffic were concerned, the Dominion Atlantic railway had reasons for not desiring, at present, to give them publicity.

Mayor Yould said that a steamer must carry freight as well as passengers. "Let us," he said, "ask for a freight service before we ask for a passenger service. In saying this I am not speaking as an official

Mr. Bentley pointed out that not only did the want of a daily winter service cause delay in the transmission of the mails, but inconvenience was caused in the delivery and receipt of freight.

Senator Power regretted an apparent antagonism had sprung up. At the same time he did not think there was any real antagonism. "We should," he said, "deal with this matter in a business-like way, and to double the subsidy would mean to increase it to \$25,000. This, I think, it is unreasonable to ask the Government to do. The Midland railway will soon be open and when it is, the people in the western part of Nova Scotia will receive their mail just as regularly as those in the eastern part."

Mayor Yould suggested that Mr. Bentley, in view of the opposition which had



Main Street, Kentville, Looking West.

was for the Dominion Government to increase the subsidy to the Prince Rupert, the Dominion Atlantic Railway Co.'s steamer.

Mr. M. G. DeWolfe, in seconding the resolution, said the subject had been considered at the last annual meeting of the board, but action had been deferred at the suggestion of the representatives of the St. John Board of Trade. "It is not a local matter," said Mr. DeWolfe, "and I am glad to see the Middleton board take it up. I think a strong resolution should be sent to the Federal Government."

Mr. P. Innes : "I would like to draw the attention of the meeting to the fact that a daily service all the year around would mean a large increase in the subsidy. The subsidy will have to be, at least, doubled. That will mean a subsidy of \$25,000. At present it is \$12,500 annually. The fact that the subsidy would have to be doubled was what

of the D.A.R., but as a member of this board." He said it undoubtedly caused a great deal of inconvenience and loss of time when passengers had to go around by the Intercolonial instead of crossing over the Bay of Fundy to western Nova Scotia from St. John to Digby. He suggested that Mr. Bentley amend his motion to ask for a daily freight service. He declared that the D.A.R. was not anxious to run a daily steamer in the winter unless with an additional subsidy.

Mr. H. W. MacKenna, Parrsboro', contended that the question under discussion was on a par with that of the West Indian trade question. All parts of the country were not directly interested, and yet what concerned one really concerned all. He deprecated, therefore, the apathy of the eastern part of the Province to the needs of the Annapolis Valley.

developed, should withdraw his resolution. "The best ends will be served by withdrawing it," he exclaimed.

Col. Chipman suggested that the representatives in the Dominion Parliament of the constituencies interested be requested to investigate the subject. If they could make out a good case all right, but was not proper to bring the matter before the convention without furnishing statistics regarding the traffic across the Bay of Fundy.

Mr. Bentley eventually withdrew his resolution.

RATE OF FREIGHT ON APPLES.

Mr. Innes introduced the subject of the freight rate on apples, which had been deferred from the previous day. He read the following resolution :

Whereas, the freight classification of apples by the railways in Canada was fixed at a time when

the crop was small and prices ruled high, and whereas, the production of apples has become the great staple production of western Nova Scotia, the crop now amounting to 500,000 barrels a year, of which 375,000 barrels were exported last year, and whereas, the freight classification has to be submitted to and approved of by the Governor-General-in-Council;

Therefore be it resolved, that the Maritime Board of Trade, recognizing the altered circumstances to our farmers and apple-growers of the present classification under which apples in barrels are classified in less quantities than carloads as third class and in carloads as fifth class, while flour, the staple product of the western Provinces, is classified as fourth and eighth classes, ask the Government to have apples classified the same as flour.

Mr. Innes, in speaking to his resolution, said the burden of his complaint was in regard to the local freight rates. For export the shippers got special rates. It was important that the local freight rates should be reasonable, for there was a large quantity of apples grown in Nova Scotia which were not suitable for export, and, therefore, had to be consumed at home.

At present to carry apples to Halifax, distant from Kentville about 75 miles, in less than carlots, cost 27c. As the barrel cost 20c. and haulage 10., this meant a total cost of 57c., while the amount realized at Halifax would probably not be more than 75c. to \$1 per barrel, as a rule.

"If," he continued, "apples were put under the same classification as flour, the rate would be, say for 50 miles, 13c. per barrel, instead of 21c. for small lots, and per car \$16 instead of \$17; for 75-mile carriage, 17c. per barrel for small lots instead of 27c., and per car \$21 instead of \$22.

Mr. A. R. Munro, Westville, N. S., seconded the resolution.

Mayor Yould: "I most decidedly object to this question being brought up here. Why should the Maritime Board of Trade take this question up? It belongs to the fruit growers. We have nothing to show that the fruit growers, outside the mover of this resolution, have a grievance. Where are the fruit growers?"

Mr. Innes (pointing to himself): "I am here. I am vice-president of the Fruit Growers' Association of Kings county." (Laughter.) Continuing, he explained that last year he was deputed by the Fruit Growers' Association to go to St. John and bring the matter to the attention of the Maritime Board of Trade; also the matter of the appointment of a railway commission. "We have not got the railway commission," he continued, "and now we want this question of the classification of apples brought to the attention of the Railway Committee of the Dominion Cabinet. The Railway Committee could not interfere with freight rates, but it could with the classification."

Mayor Yould having expressed a desire that a vote should not be taken until the afternoon, when he expected that Mr. Gifkins, manager of the road, would be

present, Mr. Innes said he was willing to comply with the desire.

Mr. A. R. Munro, Westville, said he did not support the motion from the standpoint of a fruit grower, but from that of a consumer in Eastern Nova Scotia.

"We want to take your apples," he exclaimed, "but, on account of the high freight rates on Nova Scotian apples, we get our supply from Ontario."

Further discussion of the subject was deferred till the afternoon session.

DAILY MAIL SERVICE BETWEEN PARRSBORO' AND WOLFVILLE.

Mr. MacKenna, in bringing up the question of a daily mail service between Parrsboro' and Wolfville, stated that he had some time ago waited upon the member for Cumberland, and that gentlemen had promised to secure a subsidy for a steamer to carry the mails, but so far no subsidy had been granted. He did not believe, however, any difficulty would be experienced if an agitation for it were maintained. He felt sure that with a daily mail service there would be an increase in the volume of business between his part of the country and the Annapolis Valley, and tourist travel would be stimulated.

Senator Power: "I understand there is already a daily mail service between Parrsboro' and Kingsport."

Mr. MacKenna: "There is, but it is not satisfactory. Wolfville is the head centre of the tourist travel."

Mr. J. E. DeWolfe wanted to know what subsidy would be required.

Mr. MacKenna replied that only a small one would be required. Before taking his seat, Mr. MacKenna read the following resolution:

Whereas, the communication and mail service between the town of Parrsboro' and other points of the Province of Nova Scotia is insufficient for the fostering of the trade;

And whereas, the granting of a subsidy by the Dominion Government for the conveying of a daily mail service between the town of Parrsboro' and Wolfville, touching at Kingsport, across the Basin of Minas, would induce the Evangeline Navigation Co. to give a satisfactory service between the said places daily throughout the year.

And whereas, such a daily service would materially aid in promoting trade between the Cornwallis Valley and the city of Halifax with the town of Parrsboro', and also aid in the development of the tourist travel in the Maritime Provinces;

And whereas, the board of trade of the town of Parrsboro' has memorialized the Dominion Government, asking that a subsidy for the mail service be granted;

Resolved, that the Maritime Board of Trade hereby cooperate and support the efforts of the Parrsboro' board to secure the granting of the necessary subsidy by the Dominion Government to secure the said desired service, and that a copy of this resolution be forwarded to the Postmaster-General and representatives of Cumberland and Kings in the Parliament of Canada.

Mr. W. Rand, Canning, in seconding the motion, asserted that were the service in question in existence, a letter mailed in Parrsboro' could reach its destination in, say, Wolfville, 20 miles across the Minas Basin, in two hours, instead of two days as was now the case going via Halifax. As far as his memory served him, Mr. Gifkins, the general-manager of the Dominion Atlantic railway, had told him that a subsidy of \$900 or \$1,000 per annum would be sufficient to induce his company to provide a daily mail service.

The session adjourned at 12.30 p.m., and assembled again at 2 p.m.

Mayor Yould, resuming the debate on the Parrsboro'-Wolfville daily mail service, suggested that the motion be amended so that the D.A.R. be asked to carry the mails and leave the Government to work out the details.

The motion eventually passed as above.

THE FREIGHT RATE ON APPLES.

As will be gathered from the discussion of the apple freight question at previous sessions, some heat was developed. Since adjournment for dinner, however, it had all evaporated.

When the subject was again called, Mr. P. Innes, the champion of the cause, rose with a smile, and remarked:

"There is now no opposition to the resolution. The Dominion Atlantic railway has withdrawn its opposition to it."

Mayor Yould, who, it will be remembered, is the mechanical superintendent of the D.A.R., explained that the resolution did not strike at the D.A.R. any more than at any other railway in Canada, for the classification which Mr. Innes objected to was uniform all over the Dominion.

Mr. Innes' motion was then put and carried unanimously. Thus, after having put up a good fight for two years, Mr. Innes had secured the cooperation of the Maritime Board of Trade. And he was happy.

A PERMANENT SECRETARY.

At last year's convention in St. John, notice of motion was given by Mr. Teed, calling for the appointment of a permanent secretary for the board. Although Mr. Teed was not in attendance at the present convention, it was decided to take the subject into consideration.

Mr. P. Innes suggested that the question be delegated to the executive committee for consideration, a report to be submitted at the next annual convention. He moved to that effect.

Senator Power: "It is certainly too much to ask a man to perform the duties of secretary without remuneration."

Mr. J. E. DeWolfe said a permanent secretary would certainly keep the Maritime Board in touch with the different local boards throughout the Maritime Provinces. "At the same time," he continued, "if we appoint a permanent secretary, it follows that we must also appoint a corresponding secretary, to reside in the same town as the president. I merely bring this phase of the question up in order that it may be considered by the executive committee when it has the appointment of a permanent secretary under consideration."

Mr. Longard, Halifax, was of the opinion that the question was one which should have more consideration than could be given to it just then. Consequently, he favored its being referred to the executive committee.

Senator Power urged that the board could not afford at present to give a large salary to a permanent secretary. At any rate the duties of such an officer would not be arduous.

Mr. Innes' motion prevailed, and the

executive was instructed to report upon the matter at the next year's convention.

DOUBLE TRACK FOR THE I.C.R.

Senator Power submitted the following resolution :

That in the opinion of this convention it is desirable that the Government of Canada should at an early date take steps to double track the Intercolonial railway between Halifax and Windsor Junction.

In speaking to his motion, Senator Power stated that the traffic between Halifax and Windsor Junction was heavy. On an average, 20 Intercolonial trains and 10 Dominion Atlantic trains passed over that section of the road every day. This made 30 in all, and the consequence was a great deal of delay. Freight trains sometimes took half a day in making the journey between the two points, a distance of but 14 miles.

Mr. Longard, Halifax, urged that, as the Intercolonial were about to build a new bridge at Bedford, it would be well for the Maritime Board to act at once.

Mayor Yould claimed that a great deal of the delay between Halifax and Windsor Junction was due to the want of a sufficient number of sidings. Sometimes steamers had been detained in the harbor a whole day awaiting the arrival of trains which had been unable to get through on time from Windsor Junction.

Mr. J. E. De Wolfe seconded the resolution, which was carried unanimously.

FAST ATLANTIC SERVICE.

When the subject of an Atlantic service based on speed was reached there was no one to introduce it, the delegate who had got it placed on the list of subjects to be considered having left for home.

Mr. J. E. De Wolfe thought that, in view of the fact that some of the members of the Dominion Government had gone to England, it was believed for the purpose of looking into the matter, it would not be opportune for the Maritime Board to take the matter into consideration just then.

Mr. M. G. De Wolfe was of opinion that the subject was such an important one that it would be a pity to drop it.

The majority of the delegates were not prepared, however, to discuss the question and it was allowed to drop.

REFORM IN THE ASSOCIATION.

Mr. J. A. Chipman, Halifax, ventured the opinion that the association had reached a stage in its existence when certain reforms in procedure should take place. He deprecated first of all the election of the officers at the early stage in the convention. "As it is at present," he said, "the president who has the making of the arrangements for the convention retires on the first day and the incoming president has to carry on the work which he had no hand in preparing. The president who had the preparation of the work should preside till the close of the convention." Another direction in which he advocated reform was in regard to the social feature of the convention. Instead of having it near the beginning, as was the practice at present, he would have it at the very end of the convention.

President Loggie : "I already have before me a resolution dealing with this very

subject. It has been moved by Mr. J. E. De Wolfe."

Mr. J. E. De Wolfe's resolution read as follows :

Whereas, the executive officers of this board, after having 12 months' experience, are better qualified to officiate during the annual meetings of said board than newly-elected officers ;

Therefore resolved, that in future the election of officers take place on the last day of the annual session, instead of on the first day as has been the custom.

In speaking to his resolution, Mr. J. E. De Wolfe said there was nothing in it which conflicted with the constitution of the board and it could be dealt with without a notice of motion.

Senator Power declared that he could not see why the board could not then and there decree that newly-elected officers should not assume office till the close of the convention.

Secretary Smith pointed out that there was nothing in the constitution to prevent the resolution being adopted there and then. There was nothing in the constitution and by-laws specifying whether the election of officers should be held on the first or last day of the convention.

Mr. J. A. Chipman seconded the resolution, which was carried unanimously.

AN EXHIBITION QUESTION.

On the first day of the convention a letter was received from J. W. Bigelow, of Wolfville, urging that steps be taken to induce the Dominion Government to arrange for a national exhibit at the Pan-American Congress to be held in Buffalo next year.

Secretary Smith, whose home is in Chatham, N.B., said he did not think the Government of New Brunswick would participate, its experience at Boston, where a Customs duty on the exhibits had not been refunded, having been so unsatisfactory.

After a brief discussion it was decided to allow the subject to drop.

THE ACT REGARDING BOARDS OF TRADE.

Mr. Ralph S. Eaton drew the attention of the board to the Act regarding the Incorporation of Boards of Trade. As at present constituted, farmers could not become chartered members of a board of trade. Furthermore, a village with a population of less than 2,500 could not organize a board of trade. He moved the following resolution :

Whereas, the Act of Incorporation of Boards of Trade, section 2, chapter 130 of the Revised Statutes of Canada does not permit of farmers becoming charter members of these boards, and requires a population of 2,500, and

Whereas, there is likely to be formed throughout these Maritime Provinces boards of trade for the various counties with members mostly engaged in agriculture, and

Whereas, many towns of less population than 2,500 may wish to form boards of trade and have them incorporated,

Therefore resolved that this board of trade deems it desirable that the law regarding the incorporation of boards of trade should be changed so as to permit those engaged in agriculture to become charter members of boards of trade, and to permit towns having a population of 1,500 to have their boards of trade incorporated, and

Further resolved that the secretary be instructed to forward copies of the foregoing resolution to the Ministers of Finance and Trade and Commerce.

Mr. Innes seconded the resolution.

Mr. M. G. De Wolfe believed in boards of trade in small villages, and held that a good live and useful board could be secured even

with a possible membership of only five or six.

Mr. J. A. Chipman said he had had an experience of 30 years with boards of trade and did not favor small boards of trade. "I think," he continued, "a board of trade in a town which has a population of less than 2,500 will lapse. Those of us who live in the larger towns know how difficult it is to keep a board of trade alive even there."

Ultimately Mr. Eaton's resolution was put and adopted.

LOCAL FREIGHT RATES ON APPLES.

Mr. Ralph S. Eaton submitted the following resolution :

Whereas, many towns in New Brunswick and Prince Edward Island and Eastern Nova Scotia are demanding a large and yearly increasing quantity of fruit as well as other merchandise from the fruit districts of Kings, Annapolis and other counties in Western Nova Scotia, whereas the local freight charges on the two lines of railway—the Dominion Atlantic and Intercolonial—supplying these towns retard very seriously the shipment of such fruit and merchandise, therefore resolved that in the opinion of this Maritime Board of Trade it is desirable that the said lines should give a through rate of freight, and further resolved that the secretary forward copies of this resolution to the managers of said railways for their early consideration.

Speaking in support of his motion, Mr. Eaton said that unless the Intercolonial and the Dominion Atlantic did as requested, such places in Eastern Nova Scotia as Moncton, Westville, Pictou and New Glasgow would get their fruit from Ontario.

Mr. P. Innes, in seconding the resolution, said he was surprised something had not been done before.

Col. Chipman sarcastically remarked that he supposed the railway managers would merely put the resolution in a pigeon hole, which would be the last of it.

Someone remarked that he did not think so, and then the motion was put and carried.

REPRESENTATIVES TO THE COUNCIL.

Secretary Smith complained that there was a good deal of laxity on the part of the affiliated boards of trade in regard to the election of representatives to the council of the Maritime. It was necessary that the affiliated boards should elect their representatives immediately after the convention of the Maritime Board. He read the following (clause 5) in support of his request :

There shall be a council composed of one member from each affiliated board, who shall be elected by their respective boards immediately after the annual meeting of the Maritime Board of Trade, five members of which shall form a quorum. The president, vice-president and secretary-treasurer of the Maritime Board shall be ex-officio members.

MINOR RESOLUTIONS.

On motion of Senator Power and Mr. J. E. De Wolfe, votes of thanks were tendered the Kentville and Kings County Boards of Trade, the press and the outgoing officers.

On motion of Mr. M. G. De Wolfe, Messrs. W. M. Jarvis, of St. John, and J. E. De Wolfe, of Halifax, were appointed auditors for the ensuing year.

President Loggie, Secretary Smith and Past President M. G. De Wolfe were appointed a committee to review and bring forthwith the by-laws and constitution.

Mr. J. E. De Wolfe suggested that the Maritime Board purchase a number of copies of The Canadian Grocer, which

would contain a report of the proceedings of the present convention. "That paper last year," he said, "published the most complete report of the proceedings in St. John, and doubtless it will do the same again this year. I think, therefore, it would be a good idea to distribute copies containing this year's report among the different local boards in the Maritime Provinces." He moved that the sum of \$15 to \$20 be set aside for the purpose.

Mr. M. G. DeWolfe, the past president, remarked that it was a peculiar coincidence that he had intended submitting a similar resolution. "We have," he said, "found last year's report in *The Canadian Grocer* most useful as a guide to last year's business during the present convention. I have much pleasure in seconding Mr. J. E. DeWolfe's resolution."

The resolution was carried unanimously.
FAREWELL SPEECH-MAKING.

The business of the convention was closed, and farewell speech-making was in order.

Judge Chipman, in the absence of the president, Mr. R. W. Eaton, spoke on behalf of the Kentville Board of Trade. The local board, he declared, felt honored by the Maritime Board of Trade holding its convention in their midst.

Mr. P. Innes, president of the Kings County Board of Trade, declared that his board, too, had been honored and he closed with the remark "Will ye no come back again?" (Laughter.)

Mr. M. G. DeWolfe made a felicitous speech, during which he said that all previous doubts which might have existed as to the wisdom of holding the convention in Kentville had been dissipated. The convention was a success and one of the most successful in the history of the Maritime Board. He warmly thanked the members, the officers in general, and Secretary Calkin in particular, for the support given him during the past year.

The closing address was made by President Loggie: "Let me thank you for the support you have given me, and I again thank you for the very honorable position you have placed me in—the position of chief magistrate, I may say. The business interests of the Maritime Provinces are represented in this board. If the ensuing year is successful, it will depend a great deal upon the support the president and the executive receive from the members. Immediately you return to your homes, I hope you will elect your representatives to the council of this board. Now, do not leave this off until the next meeting. If you elect them immediately, we shall be able to transact business when it demands attention."

It was just 4.30 p.m. when the president closed his address, and then the members sprang to their feet and, led by Secretary Smith, lustily sang "God Save the Queen." This closed the sixth annual convention of the Board of Trade of the Maritime Provinces.

DOING "LOOK OUT" IN THE RAIN.

The Kentville and Kings County Board of Trade had made elaborate preparations for the entertainment of the delegates, on Thursday afternoon. The programme was a trip to "Look Out," the famous point of

view on the famous Northern mountain range, from which, on a clear day, can be seen five counties and the Bay of Fundy. And besides the feast for the eyes, there was to be a feast in the generally accepted sense of the term, for tables were ordered to be spread under the trees on the mountain top. But the programme was not carried out in its entirety. The fault was not, however, with the local committee. It did its best. The fault was with the Weather Clerk, who was guilty of a breach of trust.

Many vehicles having been commandeered, a start was made from the Aberdeen hotel about 2 p.m. The clouds were ominous, and before a mile had been covered rain began to fall, lightly at first, but by the time Canning, eight miles from Kentville, was reached, it was pouring down. Here a halt was made in one of the local hotels to consider the plan of campaign. Ultimately it was decided to go on.

Through the rain and red mud the dozen or more vehicles hurried, and soon the mountain road was being climbed, and soon the delegates were crowding for shelter into the house at "Look Out," which does duty as a hotel. The tables were under the trees when the delegates reached their destination, but the refreshments were not thereon. They had been removed to the hotel, however, and soon they were removed from thence to the interior economy of the delegates; at least, a goodly portion of them were, for the supply of good things exceeded even the capacity of the delegates, hungry and all as they were after their wet ride.

Everybody enjoyed himself in spite of the weather. The only persons whose happiness appeared to have a little alloy in it were the members of the local entertainment committee, and they kept bemoaning the weather clerk's unfaithfulness.

In spite of the rain, the delegates for a time had a fairly good view of the Cornwallis Valley, which lay 600 feet below them, but, eventually, the fog, in league doubtless with the rain, came up the valley and spread its pall so completely over it that no eye could penetrate it.

About five o'clock the homeward journey began, and two hours and a half later the delegates were in Kentville.

In spite of the weather they enjoyed themselves. How much better they could have enjoyed themselves had the weather been fine, it is beyond man's comprehension to determine.

CONVENTION NOTES.

The line of succession of good officers promises to be well kept up for this year at any rate.

The convention was well safeguarded, a Troop having been brought up from Halifax for the purpose.

There was no one more welcome at the convention than Mr. George J. Troop, the father of the Maritime Board.

President Loggie and Secretary Smith promise to be as good officers as the board has ever elected, and that is saying a great deal.

Captain J. Taylor Wood, famous as a captain of the blockade steamer which, in the time of the American War, miraculously escaped from two of Uncle Sam's warships by sailing out of Halifax harbor at night

through what was supposed to be an unnavigable arm of the river, was present at the convention as a delegate from Halifax.

The Maritime Board made no mistake last year when it elected Messrs. M. G. DeWolfe and G. E. Calkin president and secretary respectively.

There were in attendance at the convention, in addition to manufacturers, merchants, railroadmen, fruit growers, and farmers, one judge, a member of the Dominion Parliament, two members of the Nova Scotia Legislature, a mayor, one ex-member of the New Brunswick Legislature, one Senator and about half a dozen medical men. One would have to visit a great many conventions to find a more representative gathering.

TRADE INQUIRIES.

THE following were among the recent inquiries relating to Canadian trade received at the office of the High Commissioner in London during the week ending August 3:

1. A Scotch firm ask to be furnished with the name of a good and reliable freight broker in Montreal.
2. The manufacturers of steam derrick cranes, cableways and other hoisting and conveying devices desire to be placed in touch with Canadian mine and quarry owners and others likely to be interested in their goods.
3. The names of several reliable Canadian firms engaged in the packing of evaporated fruits, etc. are asked for.
4. A Glasgow firm inquire through the Government agent in that city for shippers of gypsum in large quantities—a large demand existing for a certain quality of this mineral.

[The names of the firms making the above inquiries will be supplied on application to the editor of *HARDWARE AND METAL*. When inquiring kindly give date of issue and number of paragraph.]

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries:

1. A Scotch firm of distillers and blenders are open to appoint a reliable resident agent possessing a good connection for the sale of their Scotch whiskies in Canada.
2. A firm of merchants who import large quantities of box materials wish to hear from Canadian firms prepared to quote on specifications of box boards cut to dimensions.
3. A Scotch house is open to place an order for 1,000 gross cheap clothboards, 28, 29 and 30 in. by 6 in. by ¾ in., and invites quotations.
4. An importer seeks supplies of heavy Siemens steel plate shearings and other scrap, and invites offers.
5. The proprietors of a widely-known brand of Jamaica rum are prepared to appoint sole agents for the whole of Canada or local agents for the different centres for the sale of same.
6. A rolling mills company asks for names of Canadian shippers of old D.H. and B.H. steel rails.
7. An important manufacturer of tool steel, etc., wishes to appoint a Canadian firm possessing a good connection to take up and push the sale of their manufactures in the Dominion.
8. Attention is directed by a couple of firms of importers to a probable good demand this autumn for evaporated apple rings, in which line Canadian houses at present do very little United Kingdom trade.

MOORE BROS.

LIMITED.

**BRASS AND IRON
FOUNDERS****BIRMINGHAM, ENGLAND.**

The original and sole manufacturers of the M.B. patent finished electro-brassed goods. Note the "Beehive" trade mark, and beware of imitations.

All goods put up in cardboard boxes.

Samples or illustrated lists free on application.

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INSURANCE.**

One of the many liberal features embodied in the
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issued by the

**Confederation
Life Association.****HEAD OFFICE--TORONTO.**

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

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Actuary.

J. K. MACDONALD,
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NICHOLSON FILES AND RASPS.

SUPERIOR TO OTHERS IN TEMPER AND CUT.

Mill Saw

Flat Bastard

Square ditto

Hand

Pillar

Half Round

Three Square

Warding

Cant Saw

Chisel Tooth

File Rasps

Knife Files

Cotter

Crossing

Stave Saw

Tapers

Slim Tapers

Band Saw

Cross Cut

Plain Knife

Double Enders

Horse Rasps

Wood Files

Rasps

Shoe Rasps

FILES**The Fairbanks Company**

749 Craig Street, MONTREAL.

NUNS WHO WIELD THE HAMMER.

AT the end of the 19th century women have so come to the fore in trades and professions which were formerly the monopoly of men that it is not exactly surprising to find that there are women blacksmiths; but to see a nun wielding the hammer certainly seems strange, says The New York Evening Telegram. Yet this is a sight which may be seen any day at the Dominican Convent near King William's Town in Cape Colony.

When, years ago, the good sisters turned their backs upon Europe and settled down in South Africa to carry on the work of their church, they found that the Boers looked upon them with considerable suspicion and resentment.

Soon the nuns bought an extensive farm, and, as they found great difficulty in getting laborers, they set to and ploughed the land themselves. But, alas! even in a convent accidents will happen, and one day the plough-share was broken.

There was no blacksmith in the neighborhood, and the accident to the plough seemed quite a little calamity, but the nuns grappled pluckily with the difficulty, and turned it to advantage. They sent to Cape Town for materials and tools and started a smithy of their own.

A blacksmith was found to act as tutor, and under his teachings the nuns became expert as blacksmiths. Before very long the pupils were the equals of their tutor, for what they lacked in strength they made up for in steady, hard work; and when the worthy man once so far forgot himself as to go off "on the spree," they decided they were better without him, and from that time managed their smithy without any help.

To do their own blacksmithing was a considerable undertaking, but the nuns were capable of greater things. They found that such work was appreciated by their British and Boer neighbors, and, moreover, that it was well paid. Accordingly they built a smithy, with a brick forge and all the necessary paraphernalia of the trade, and established themselves as blacksmiths.

The blacksmiths of the Dominican Convent are experts at their art, and their neighbors seem to have special pleasure in seeing the hard-working, brown-robed sisters at their daily toil. There, in the smithy, the visitor from King William's Town will see one sister busy making hinges, staples, hooks and other articles of builders' hardware, while, close by, with her nailbox beside her, is another member of the community engaged in shoeing the horse which stands so patiently with its hoof resting on her knee. Others of the sisters are busy on the farm, hoeing, planting or ploughing, and

the visitor cannot but be struck with their healthy, rosy, sun-tanned faces.

Toil at the forge or in the field makes the members of this South-African community of Dominicans very different in appearance from the wan and pale nuns we are so accustomed to seeing in America, and they have an air of health and happiness which is most pleasant to see.

THE POSITION OF IVORY.

CUTLERY manufacturers are somewhat disappointed because the recent ivory sales have not resulted in any reduction in the prices of knife-handles and scales. At the previous sales ivory prices were in favor of buyers, but not to such an extent as to warrant any revision of the lists of the Sheffield scale and handle merchants. But a further decline last week—even a small one—could not have failed to lead to the lowering of quotations, so far as the cutlery trade is concerned. Although at the Antwerp auctions the market in ivory suitable for knife-handles was weak, there was no quotable reduction in values, and, as the quality fell below the average, buyers received no advantage whatever, for the better the ivory the greater is the proportionate yield of high-class handles, such as command good prices. It is a fact, however, that medium and lower-grade handles are most in request just now, the highest grades being rather neglected.

Most of the reports of the Antwerp auctions announced substantial reductions in the prices realized for ivory. It is well to point out that these reports are rather misleading to readers who do not understand the trade thoroughly. There are several kinds of ivory which are of no use whatever for cutlery purposes, but are in good request for bangles, billiard balls, and piano keys. The drop in prices referred to in the reports related to bangle ivory, which fell about £2 per cwt., and the cause of this drop is directly traceable to the famine in India, and in a lesser degree to the Chinese troubles. In normal times the Hindoos buy large quantities of ivory bangles, but this business has fallen off in consequence of the poverty of the country. A certain quantity of the same kind of ivory goes to China to be carved into ornaments, but that business is also, of course, temporarily suspended.—Ironmonger, London, Eng.

AN INVITATION TO VISITORS.

Sanderson Percy & Co. are again, as in former years, extending a cordial invitation to all their customers and friends visiting Toronto during the Exhibition to call and make their warehouse, 61 to 65 Adelaide street west, their headquarters during their stay in the Queen City.

KEEPING TRADE SECRETS.

A PROMINENT New Orleans merchant told a story the other day that every clerk and most proprietors can read to advantage, says Trade. He said: "Not long ago I employed a clerk who had been discharged from another house in the same line. I knew him to be competent, and a little inquiry satisfied me that his dismissal was due to a petty conspiracy among some jealous fellow-employees. So I engaged him at a good salary, and he has given thorough satisfaction.

"A few days ago one of our staff was anxious to know what concessions were made by the other house to a certain customer in a neighboring city, and he went to this young man for the information. The clerk hesitated and looked distressed, and finally asked to be excused from replying. 'I know the facts, of course,' he said, 'but it is strictly a confidential matter, and I don't think I ought to divulge it to a rival firm.'

"The department head who questioned him took offence at his position, which I am sure he would not have done had he given the subject any thought, and reminded him pretty sharply that he had been summarily discharged and owed no allegiance to the other establishment. Nevertheless, the young man stood firm, and the matter was reported to me.

"I at once complimented him on his sense of honor, and raised his salary, which took him completely off his feet, as he had fully expected to be told to go.

"I wish the importance of cultivating and encouraging such standards was better understood.

"There are few things more dangerous to the average business house than thoughtless tattling of employees, not necessarily discharged employees, but men who are holding good positions and who enjoy the full confidence of their superiors. Every establishment has secrets. I don't mean shady secrets, but things of a private character, which are as much the exclusive property of the house as the stock on the shelves. The majority of the clerks obtain more or less inkling into such matters, and the more important the subject the more likely they are to blab it to some outsider. Every employe ought to be made to understand that the affairs of his house and the affairs of his employers are things he has no more right to give away than he would have a right to give away their merchandise. I have observed that young men who proceed on this principle are pretty certain to win esteem and success."

When attending **Toronto Exhibition** we will be very pleased to have our Customers and Friends make our Warehouse their Headquarters during the day.

Sanderson Percy & Co.

61 to 65 Adelaide St. West,

TORONTO.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN INGLIS, general merchant, Barry's Bay, Ont., has assigned to Gideon Delahaye.

George Gorst, general merchant, Solsgirth, Man., has assigned to C. H. Newton.

The creditors of J. W. Danbrook, general merchant, Newbridge, Ont., meet August 25.

The affairs of Nap. P. Labrosse, general merchant, St. Onge, Ont., are being investigated.

J. E. Poitras & Co., general merchants, St. Jerome, Que., have assigned to H. Lamarre.

J. A. W. David, hardware dealer, Montreal, has compromised at 42½c. on the dollar.

A meeting of the creditors of Francis Richard, harness dealer, Douglas, Ont., was held on August 17.

Hatch & Co., hardware dealers, Toronto, have assigned to George Clay, and a meeting of their creditors will be held on August 29.

W. G. Johnson, tinsmith, Rat Portage, Ont., has assigned to S. S. Cummings, and a meeting of his creditors will be held on August 27.

PARTNERSHIPS FORMED AND DISSOLVED.

Goodhue & Moore, grocers and hardware

dealers, Port Stanley, Ont., have dissolved; Mr. Goodhue continues.

Partnership has been registered by The Sherbrooke Iron and Metal Co., Sherbrooke, Que.

J. S. Aubin & Co., manufacturers of washing machines, Sherbrooke, Que., have dissolved.

The Montreal 1900 Washer Co., Sherbrooke, Que., have dissolved, and Pierre Breault has registered as proprietor.

Gay & McLean, painters, Dartmouth, N.S., have dissolved, and their business has been continued by C. McLean.

SALES MADE AND PENDING.

Moulton & Mackay, general merchants, Westport, Ont., advertise their business for sale.

Mutchmore & Co., general merchants, Gore Bay, Ont., have sold out to John Mutchmore.

The stock of H. Bonlay, general merchant, Sayabec, Que., was sold at 67c. on the dollar.

The Sackville Machine and Foundry Co., Sackville, N.B., are advertising their business for sale.

Affil & Zetler, hardware dealers, etc., Zurich, Ont., have sold their hardware stock to Charles Hartleib.

Cook, Marshall & Fitzpatrick, general merchants, Souris, Carroll and Elgin, Man., have sold out to Hunter & Scott.

CHANGES.

The Cape Breton Foundry and Machine Co., Sydney, N.S., has sold out to James Clarke.

George C. Whyte, general merchant, Galetta, Ont., has added a woollen mill to his business.

The style of the Steel Harrow Co., New Glasgow, N.S., has been changed to Bailey & Underwood.

The Bellamy Co., dealers in agricultural implements, Edmonton, N. W. T., has opened a branch at Fort Saskatchewan.

FIRES.

J. A. Bunn, machinist, Cayuga, Ont., has lost by fire.

McPherson Bros., sawmillers, Boundary Falls, B.C., have lost by fire.

Hager & Hall, general merchants, etc., Beamsville, Ont., have sustained loss by fire.

The Drummond, McCall Pipe Foundry Co., Lachine, Que., have suffered slight damage to their premises by fire.

Logan & Sutherland, sawmillers and lumbermen, Musquodoboit Harbor, N.S., have been burned out; loss \$20,000.

STARTING BUSINESS.

James Langille is opening a general store at Martin's River, N.S.

George Labelle is opening up a general store at Marsham Mills, Que.

DEATHS.

Henry Archbald, senior partner of Frothingham & Workman, wholesale hardware and implement dealers, Montreal, is dead.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, August 24, 1900.

HARDWARE.

THE general opinion of the hardware trade is that business is opening up nicely. Confidence in the situation is growing, and some fair-sized fall orders are arriving. Of course, it is only the beginning, but business activity is something that must grow into existence. Sporting goods and shelf goods of all kinds are the principal subjects of attention. Cutlery is still selling freely. A pleasing feature of the trade is the revival of the Manitoba and Northwest business. The demand for binder twine is falling off, but other lines of rope are selling in good quantity. Screws, bolts and rivets are moving rather actively. Harvest tools are in brisk demand, and ice cream freezers and churns are still wanted. Payments are, on the whole, good.

BARB WIRE—There is not much doing in barb wire. We quote base at \$3.30 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—In this article, too, there is little business. We quote: Nos. 6,

7, and 8 guage, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5, and No. 16, \$5.25, for small quantities.

SMOOTH WIRE—There is no change to report. The price is still on a \$3 per 100-lb. base.

FINE STEEL WIRE—This article is out of season. The discount is 15 per cent. off list.

BRASS AND COPPER WIRE—Few orders are coming for these lines. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Movements of fence staples will not commence till September. The price is \$3.45 per keg of 100 lb.

WIRE NAILS—Confidence in the wire nail situation is growing and trade is improving. We quote \$3.10 for small lots and \$3 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—Cut nails share the same tendency. The prevailing tone is healthier and more orders are coming. We quote \$2.60 for small and \$2.50 for

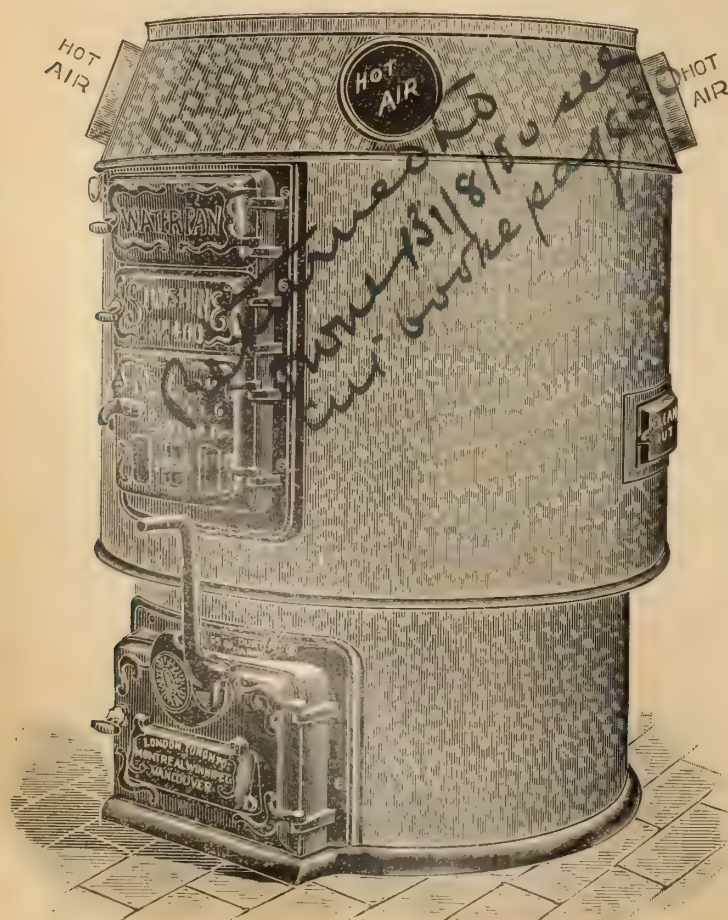
carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—There is little doing as yet. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow shoes, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.85; No. 1 and smaller, \$4.10; feather-weight, all sizes, \$5.10; toe weight steel shoes, all sizes, \$6.20 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—Fair shipments of screws are being made. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.

BOLTS—There has been no change in bolts during the week, and prices are well maintained. Discounts are: Carriage bolts, 5-16 and under, 60 per cent.; ¾ and larger,



A NEW FURNACE

For any kind of Fuel {
ROUGH WOOD
KNOTTED WOOD
HARD COAL
SOFT COAL

Made in three sizes, with capacities ranging from 10,000 to 50,000 cubic feet. The most modern and powerful heater of its kind made in the Dominion.

They have larger heating surfaces than any other, and have . . .

Heavy sectional firepot,
Triangular grates,
Double fire door, size 11 x 15 in.
Direct or indirect draft.
Safety gas damper,
Steel plate dome and radiator.
They are easily set up, and cased.

A HIGH-CLASS FURNACE AT A LOW PRICE

Descriptive matter will be mailed to Agents in a few days.

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LONDON, TORONTO, MONTREAL,
WINNIPEG, or VANCOUVER.

American Sheet Steel Company
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Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized

W. Dewees Wood Company's
Planished Iron
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Drain Pipes Portland Cements Fire Bricks

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Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 75 per cent.; square nuts, 4c. per lb. off list; hexagon nuts, 4½c. per lb. off list; bolt ends, 65 per cent.; blank bolts, 60 per cent.; plough bolts, 55 per cent.; Norway bolts, square, 65 per cent.; tire bolts, 67½ per cent.; stove bolts, 67½ per cent.

RIVETS—Business in rivets is better this week. We quote discounts as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 per cent. off; swedes iron burrs, 55 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 60 per cent. off.

CORDAGE—The shipments of binder twine are falling off, and other varieties of cordage surpass it in attention. The base prices are unchanged at 14c. for manila, and 9¾c. for sisal.

SPADES AND SHOVELS—Such articles are selling well. The discounts continue at 40 and 5 per cent.

TACKS—Good movements are noticeable. As base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—There is no change to note. We quote \$17 to \$24 per 1,000 as to brand.

CEMENT—Prices are well maintained, with trade quite active. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

METALS.

PIG IRON—The pig iron market continues dull and heavy. Canadian pig iron is worth about \$20 and it is generally considered that there must be further reductions before things are set on a healthy basis. Foundries are well supplied with raw material and finished products are piling up. Production is exceeding consumption. Pig iron may now be below the cost of production but it seems certain that it must go lower.

BAR IRON—Bar iron is in fair quantities. The price is \$2.15 to \$2.20 per 100 lb. f.o.b. Montreal.

BLACK SHEETS—Trade is only moderate. We quote the base on 8 to 16 gauge at \$2.95.

GALVANIZED IRON—A fair movement is going on, but orders are not heavy. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—There is not much selling, and price is still at 17½c. New York values remain very firm and the demand is quite sufficient to sustain them at their present level, if it does not cause a further advance.

TINPLATES

"LYDBROOK," "TRYM,"
"GRAFTON," "ALLWAYS,"
"CANADA CROWN," ETC.

CANADA PLATES

"DOMINION CROWN" All Polished.
"ALLWAYS" best Half Bright.
"PONTYPOOL" Half Bright.
"DOMINION CROWN" Galvanized.

A. C. LESLIE & CO.

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IRON AND
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Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

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We have in stock

IC and IX 14 x 20 and
20 x 28 Tinplates
Cokes and Charcoals.

Especially low
figures on IX 14 x 20.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

An Opposition Traveller

said to one of our representatives a few days ago that "You people make me tired the way you blow about that Elastilite Varnish."

Poor Fellow! No wonder he was tired! Elastilite has taken his customers and he has to work hard to get orders.

Elastilite is a Varnish for either **inside** or **outside** that you can sellover and over again to your customers. Once used they always ask for it and tell their friends how nice it looks and how well it wears.

—Manufactured only by—

The Imperial Varnish & Color Co.
LIMITED
TORONTO, CANADA.

JOHN BOWMAN HARDWARE & COAL CO.,

....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz :

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

INGOT TIN—Prices still range from 37 to 38c., with the demand for small lots only.

LEAD—There is no change to note in values and we cannot hear of any large business. We quote the base at \$4.65.

LEAD PIPE—Values and trade remain about the same. We quote as follows : 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—The American prices have advanced on the smaller sizes, and the values of the other sizes have also been raised. We quote : ¼, \$3.13 per 100 ft.; ⅜, \$3.13; ½, \$3.23; ¾, \$3.63; 1-in., \$5.22; 1¼, \$7.12; 1½, \$8.55; 2-in., \$11.40. Galvanized, ⅜, \$4.40; ½, \$5.10; ¾, \$5.75; 1-in., \$8.25; 1¼, \$11.25; 1½, \$13.50; 2-in., \$18.00. These prices are for small lots.

TINPLATES—The demand is moderate. Prices are \$4.50 for coke, and \$4.75 for charcoal.

CANADA PLATE—We report no change, but the demand is small. We quote : 52's, \$3; 60's, \$3.05; 75's, \$3.10; full polished, \$3.50, and galvanized, \$4.60.

TERNE PLATE—There is no change. Price remains at \$8.50.

SWEDISH IRON—We quote \$4.25.

COIL CHAIN—Trade is improving and orders are more numerous this week. We quote : No. 6, 11¼c.; No. 5, 10c.;

No. 4, 9¼c.; No. 3, 9c.; ¼-inch, 7½c. per lb.; 5-16, \$4.85; ⅜, \$4.80; 7-16, \$4.50; ½, \$4.25; 9-16, \$4.15; ⅝, \$3.80; ¾, \$3.75; ⅞, \$3.70, and 1 inch, \$3.70 per 100 lb.

SHEET ZINC—The demand is moderate at 6¼ to 6½c.

ANTIMONY—Unchanged at 10½c.

GLASS.

Glass remains very firm, with demand good. If an advance does not take place here it will be because dealers are magnanimous. We quote as follows : First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

The feature of the week has been a break in the price of linseed oil, which has arisen not from any decline in the English markets, but from pressure brought to bear by the Canadian crushers. The decline amounts to 4c. a gallon, leaving the price for barrel lots at 80c. for raw oil, and 83c. for boiled. These figures are below parity with the English markets and will continue so until the pressure of the Canadian oil is relieved. Turpentine has declined 2c. during the week and is steady at the decline. White

lead and colored paints maintain their firmness all around. The paris green season is about over. We quote :

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.10; in kegs, \$5.35 to \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6¼c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote : Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 80c.; boiled, 83c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 65c.; two to four barrels, 64c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ¼c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32¼ to 35c.

NAVAL STORES—We quote : Resins,

\$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. for colored, and 6 to $7\frac{1}{2}$ c. for white oakum, $5\frac{1}{2}$ to $6\frac{1}{2}$ c., and cotton oakum, 10 to 11 c.

PETROLEUM.

Coal oil is beginning to move at the decline. We quote: "Silver Star," $15\frac{1}{2}$ to $16\frac{1}{2}$ c.; "Imperial Acme," $16\frac{1}{2}$ to $17\frac{1}{2}$ c.; "S. C. Acme," 18 to 19 c., and "Pratt's Astral," 19 to 20 c.

HIDES.

There has not been much improvement in the hide situation this week. It continues slow at unchanged figures. We quote: Beef hides, 8c. for No. 1; 7c. for No. 2, and 6c. for No. 3. Calfskins, 9c. for No. 1, and 7c. for No. 2; lambskins, 40c.

MARKET NOTES.

Linseed oil has declined 4c. per gal. and turpentine 2c.

The London and New York markets in ingot tin are both easier this week.

It is reasonably certain that the price of iron pipe will now be fixed and quoted at a discount.

Glass is very firm, and if the Canadian market corresponded with the German and English markets it would be on a \$2.40 base.

ONTARIO MARKETS.

TORONTO, August 24, 1900.

HARDWARE.

ALTHOUGH the orders are, as a rule, still small, there is a decided improvement this week in business. What the cause of it is cannot be said with certainty, but the fact that the travelers are again on the road after their holidays has, no doubt, something to do with it. There is quite a little snap to trade, which is gratifying. There is little or no improvement to be noted in the demand for fence wires, and, although wire nails are still dull, there are some signs of a little better business. Cut nails are still featureless. The screw trade is keeping up well. In bolts and nuts, quite a little is being done. There is quite a little movement in cutlery, sporting goods, lanterns, elbows, stove boards, files, saws, etc. Quite a few shipments are being made to the Northwest Territories and British Columbia. Trade is fairly brisk in building paper. Quite a demand has sprung up in the past week or two for apple parers. Generally speaking, the outlook for the fall trade is fairly good.

BARB WIRE—There is very little moving in this line; prices are steady and unchanged. We quote f.o.b. Cleveland \$2.95 in carlots, and \$3.05 in less than carlots; f.o.b. Toronto, \$3.25 in less than carlots.

55 BUILDINGS ON THE TORONTO FAIR GROUNDS

ARE COVERED WITH OUR

Eastlake Galvanized Shingles

Chosen because of their reliable worth and unexcelled superiority.

We are unable to make any special showing at the Exhibition this year, but you will see some samples of our goods outside the factory as you pass on your way to the Fair Grounds.

If you are interested in the best improved styles of fireproof building materials, come in and inspect our goods. Visitors will be cordially welcomed, and our wide experience in all varieties of modern building materials may be of practical assistance. It is freely at your service.

All Exhibition cars pass our doors.

METALLIC ROOFING CO., Limited KING and
DUFFERIN
STREETS, Toronto.
Wholesale Manufacturers.

GALVANIZED WIRE—There is scarcely anything doing in this line, and prices are without change. We quote as follows from Toronto: No. 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$5.10; No. 16, \$5.15. The f.o.b. price Cleveland for Nos. 6 to 9 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—There is a fairly good demand for hay-baling wire, particularly from some sections of the country. Taking it all around, jobbers are looking for a fair trade this season in hay-baling wire. Little or nothing is being done in oiled and annealed wire. The base price is unchanged at \$3 per 100 lb.

WIRE NAILS—From some quarters, we hear of a little better demand for wire nails, but, generally speaking, the volume of business is small indeed, and anything but satisfactory. Prices in the United States are still firm, and business over there is a great deal more active than it was. Manufacturers and jobbers in Canada are looking for an improvement shortly, as stocks in this country are by no means large. The base price is unchanged at \$3 in carlots, and \$3.10 in less quantities.

CUT NAILS—There is still only a small trade being done but it is steady. Base price \$2.60 per keg, Toronto, Hamilton, London and Belleville.

HORSESHOES—Business in this line continues dull and featureless. We quote, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.75; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$5.20; iron shoes, No. 1 and smaller,

light, medium and heavy (all sizes), \$4; snow-shoes, \$4.25; light steel shoes, \$4.20; featherweight (all sizes), \$5.20.

HORSE NAILS—These are also without feature and unchanged. Discount, 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

SCREWS—Trade keeps up well in screws, and a nice business is being done. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—There is an active demand for small lots of carriage, machine, and stove bolts, and prices are steady and unchanged. We quote as follows: Norway bolts, full, square, 56 per cent.; common carriage bolts, full square, 65 per cent.; ditto, 5-15 and under, 60 per cent.; ditto, ¾ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 60 per cent.; bolt ends, 65 per cent.; nuts, square, 4c. off; nuts, hexagon, 4½ c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 55 per cent.

RIVETS AND BURRS—A steady trade continues to be done in this line. We quote: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. arton boxes, 30c. per lb.

STOVES—Shipments of stoves during the past few weeks have been heavy. A movement has also begun in furnaces. Some of the dealers in the country appear to be in

a hurry to get supplies, judging from the fact that a few telegraph orders have come in.

ENAMELED WARE—There is not a great deal going out, although trade is steady for this time of the year.

TINWARE—There has been quite a movement in some lines of tinware during the past week. Quite a number of lanterns have gone out.

ROPE—Some fair orders have gone out during the past week, but business, on the whole, is quiet. Prices are unchanged. We quote: Pure manila, 13½ to 14c.; "A" quality manila, 11½ to 12c.; special manila, 10½ to 11c.; sisal, 9½ to 10c.

HARVEST TOOLS—There is still a little sorting up being done, although the volume of business in this line is naturally small at this time of the year, as far as the wholesale houses are concerned. Discount, 50, 10 and 5 per cent.

SPADES AND SHOVELS—There are a few of these moving, but the volume of business is light. Discounts, 40 and 5 per cent.

ICE CREAM FREEZERS—There are still a few of these going out.

SPORTING GOODS—Ammunition is going out well, and a fair trade is being done in arms.

CUTLERY—A fair sorting-up trade is being done in cutlery. Country merchants are getting their stocks into shape for the little extra trade that is usually experienced during the fall fair season.

BUILDING PAPER—A fairly good trade is being done in plain straw board, tarred straw board, and tarred or saturated felt. Prices are unchanged at quotations.

FALL SPECIALTIES—Quite a nice trade is now being done in stove boards, horse blankets, carriage rugs, meat cutters, sleigh bells, crosscut saws, etc.

APPLE PARERS—Quite a demand has sprung up for apple parers during the past week or 10 days. It is thought to have been largely induced by the large number of apples which have been blown from the trees by the high winds of late. Jobbers are looking for a good trade in apple parers. Prices range from \$5 to \$6 50 per doz.

CEMENT—A good demand is noted. Prices are firm. We quote in barrel lots as follows: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

There is not a great deal of activity to be noted in metals. The most active line is galvanized sheets. Pig tin is easier and quoted lower. We also quote lower prices on tin and terne plates, and on Canada plates.

PIG IRON—The demand is still dull, and prices weak, although advices from England show that the market there is a little firmer.

BAR IRON—Although the volume of business is only small, the demand is unquestionably improving. The ruling prices are \$1.80 and \$1.90, according to quantity.

PIG TIN—Although the market is easier trade is not as active as it was last week, the drop in the foreign markets naturally having a tendency to defer purchasers. Local quotations from stock are ½c. per lb. lower and 35½ to 36½c. are now the ruling prices.

TINPLATES—The price on 14x20 has been reduced 10c. per box, and other sizes in proportion. The reduction is due more to a revision of prices than any change in the primary market. We now quote I. C. usual sizes \$4.50, I. C. special sizes \$4 75; 20x28, \$9.25.

TERNE PLATES—A reduction of 50c. per box has taken place in local quotations and we now quote from \$9 to \$11.

TINNED SHEETS—Business continues light and without special feature.

BLACK SHEETS—Trade has been fair during the past week, although the lots wanted are small. The base price is unchanged at \$3.60.

GALVANIZED SHEETS—This is the most active line in the metal trade, and business has improved during the past week, although the demand is largely confined to small lots. We quote English at \$5 and American at \$4.60.

CANADA PLATES—These are beginning to move a little more freely and import orders are arriving. The lots wanted are small as a rule. Prices are 10c. lower, and we now quote: All-dull, \$3.25; half-polished, \$3.35, and all-bright, \$3 85.

IRON PIPE—A fair trade is being done and prices are much as before. Discounts are: Black pipe, ¼ to ¾ inch, 40 per cent.; ½ inch, 60 per cent.; ¾ to 2 inch, 66⅔ per cent.; larger sizes, 50 and 5 per cent. Galvanized pipe: ½ inch, 40 per cent.; ¾ to 2 inch, 50 per cent.

LEAD PIPE—Trade is fair and prices are without change. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

LEAD—A fair trade has been done during the past week in this line at 5 to 5¼c. per lb.

SOLDER—Business in this line keeps active. We quote: 21½ to 22½c. for half-and-half; refined, 21 to 21½c., and wiping, 20 to 21c.

COPPER—A little business has been done in ingot copper during the week, and for sheet copper the demand for stock has been good. We quote 19½ to 20c. for ingot, and 23 to 23½c. for sheet copper.

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP.

With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS, LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

ZINC SPELTER—Business in this line during the week has been quiet. We quote 7 to 7¼c. per lb.

ZINC SHEET—There has been a fairly good movement during the past week, and orders which were booked some time ago are being delivered. We quote 6¾ to 7c. for cask lots and 7 to 7½c. for part casks.

ANTIMONY—Trade is quiet, although inquiries are more numerous than they were. Prices are unchanged at 11 to 11½c.

PAINTS AND OILS.

The feature of the week is the drop of 6c. in linseed oil. Wholesale dealers, who now can get liberal supplies from the Canadian crushers, have reduced their prices 6c., which puts the quotations here much below the cost of English oil, thus stopping shipments of the latter to the local market. It is not likely any further reductions will be made, as the dealers put the quotations at the lowest possible basis to encourage immediate buying. Turpentine is also weak, a decline of 2c. this week being noted. White lead is steady. Paris green is quiet, as the season is about over. There is a good demand for sundries. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 b., 120¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¼c.; packages, ½ lb., 21¾c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

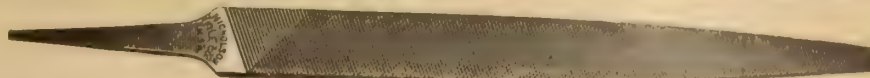
SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 10

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** of a durable, highly-polished material called "**MARBLETTES**," suitable for Advertising Facias, Direct on Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimate and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C. 128 Hope Street, Glasgow. 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone, No. 68 St. Helens.

GLAZIERS' DIAMONDS

of every description
Reliable Tools at low prices.



A SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 80c.; boiled, 83c.; 5 to 9 barrels, raw, 79c.; boiled, 82c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 65c.; two to four barrels, 64c., delivered to outside points. Toronto, Hamilton, London, Sarnia, Walkerville, Chatham, Dresden, Wallaceburg and Amherstburg, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

Fully two thirds of the glass manufacturers of Belgium, employing 6,000 men, have closed their works. This adds strength to the already stiff market here, and an advance may take place shortly. We quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united inches, \$6, Toronto. Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL.

A general firmness is manifested, but no change is notable. There is a fair movement. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12¼c. per lb.; bottoms, 10½c.; heavy copper, 13c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 10½c.; scrap lead, 2¾c.; zinc, 2½c.; scrap rubber, 5½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

COAL.

There is no change in prices, but more orders are coming in. We quote for August shipments, for anthracite on cars at Buffalo and bridges as follows: Nut, egg and stove, \$4.50 per gross ton, or \$4.01 per net ton; grate, \$4.25 per gross ton, or \$3.79 per net ton.

PETROLEUM.

There is a good and steadily increasing demand. Prices are steady. We quote: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, 17½c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

MARKET NOTES.

Pig tin is ¼c. per lb. lower locally.

Quotations on Canada plates and on tin-plates are lower.

Linseed oil is 6c. per gallon lower and turpentine is 2c. lower.

TWO MANUFACTURERS UNITE.

The George Gillies Co., of Gananoque, and the Swansea Forging Co., of Swansea, Ont., have been consolidated under the style of the Toronto Bolt and Forging Co., Limited. George Gillies is president and T. H. Watson, secretary-treasurer of the new company. This union of the strength of two firms in one will give improved facilities for the manufacture and distribution of their various lines, and, besides effecting an economy, will enable them to cover the market more thoroughly even than heretofore.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE.

HARDWARE and tinware business and property for sale; live village in N.W.T.; good market; fine opening; intend quitting business. Address: Box 8, HARDWARE AND METAL, Toronto.

FOR SALE.

A GOOD HARDWARE BUSINESS IN ONE of the best markets in Canada. Stock light, well arranged. Apply to Albert Ziemann, Preston, Ont. (34)

MANITOBA MARKETS.

WINNIPEG, Aug. 20, 1900.

NO change of price is noted for the past week. Business is reported fair. The weather for the past week has been extremely hot, and many of the employes of the various wholesale establishments are away on their holidays. Prices for the week are as follows:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire	3 95
"	4 00
"	4 05
"	4 20
"	4 35
"	4 45
Wire nails, 30 to 60 dy, keg	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.90 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
IX	12 75
IXX	14 75
Ingot tin	35
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch	50 and 10 p.c.
Over 2 inch	45 p.c.
Rope, sisal, 7-16 and larger	11 25
" 3/4 and 5-16	11 75
" 3/4 and 5-16	12 25
Manila, 7-16 and larger	15 00
" 3/4 and 5-16	15 50
" 3/4 and 5-16	16 00
Solder	23 1/2
Cotton Rope, all sizes, lb.	15
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	75 and 10 p.c.
Round	70 p.c.
Flat	70 p.c.
Round	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	37 1/2 p.c.
Copper, No. 8, lb.	33 1/2 c.
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Linseed oil, raw, per gal.	92
boiled	95

Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	40 p.c.
C.F. pistol	10 p.c.
C.F. military	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb	7 25
Chilled	7 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.
Turpentine, by barrel	80c.
Less than barrel	85c.

PETROLEUM.

Water white American	25 1/4 c.
Prime white American	23c.
Water white Canadian	22c.
Prime white Canadian	20c.

A VALUABLE BOOK FOR ADVERTISERS.

A. McKim & Co, newspaper advertising agents of Montreal, have published a revised list of Canadian newspapers, as a supplement to their Canadian Newspaper Directory, which appears bi-annually. Although the last issue of the latter was published only a year ago, so many changes have taken place in the circulation, ownership, etc., of papers all over the Dominion, that this supplement became necessary. The revised list is supposed to contain the particulars concerning every newspaper published in Canada, and, as it is published by a firm thoroughly reliable in every respect, the work should find a place on the desk of every advertiser. Half-tone illustrations show A. McKim & Co.'s offices in Montreal, with a large staff at work. It will be mailed anywhere on receipt of 25c.

TOO HONEST.

A lawyer took in a new boy the other day, and, as he had suffered to some extent from the depredations of the former one, he determined to try the new boy's honesty at once. He therefore placed a \$5 note under a weight on his desk and walked out without a word. Upon his return, half an hour later; the note was gone, and half a dollar in silver had taken its place.

"Boy, when I went out I left \$5 under this weight."

"Yes, sir, but 'you hadn't been gone five minutes when a man came in with a bill against you for \$4.50. I guess the change is correct.'"

"You paid the bill?"

"Yes, sir. There it is, all receipted. The man said it had slipped your mind for the past four years, and so"—

He did not get any further before he made a rush for the door. That boy is not in the law business any more—Chicago News.

THE
CANADA PAINT CO'S

AMBERITE
VARNISHES

are superior to all others.

Every original package is closed with a brass seal. The word "**AMBERITE**" is registered and the label is copyrighted. For prices see Catalogue, pages 40, 41 and 42.

Amberite Shellac
Amberite Oil Finish
Amberite Spar Varnish
Amberite Boat Varnish
Amberite Piano Varnish
Amberite Organ Varnish
Amberite Interior Varnish
Amberite Exterior Varnish
Amberite Coach Black Japan
Amberite Coach Brown Japan
Amberite Hard-wood Floor Finish
Amberite Pale Church Oak Varnish
Amberite Medium Finishing Varnish
Amberite Pale Coach Gold Size Japan
Amberite Finest Wearing Body Varnish
Amberite Finest One-Coat Body Varnish
Amberite Finest Elastic Gearing Varnish
Amberite Fine Medium Gearing Varnish
Amberite Best Black Rubbing Varnish
Amberite Best Elastic Carriage Varnish
Amberite Fine Medium Carriage Varnish
Amberite Fine Medium Rubbing Varnish
Amberite Finest Hard Rubbing Varnish

Sole Proprietors and Makers:

THE
CANADA PAINT CO'Y,
LIMITED.

MONTREAL and TORONTO.

THE
WATSON
FOSTER
COMPANY
LIMITED

WE DO NOT PROPOSE
TO REST UPON THE
HONOR OF A . . .
SUCCESSFUL PAST. . .



BUT HAVE RATHER
REDOUBLED OUR . . .
EFFORTS TO MAKE
THE SEASON OF 1900 I



NOT ONLY A . . .
COMMERCIAL BUT. . .
AN ARTISTIC SUCCESS
IN YOUR ESTIMATION



THE RESULT IS . . .
A LONG LINE OF . . .
EFFECTIVE STYLES IN
EXCLUSIVE DESIGNS



OUR TRAVELERS WILL
CALL IN JULY, AND
WE HOPE TO SECURE
YOUR ORDER ON THE
STRENGTH OF MERIT

TRADE IN COUNTRIES OTHER THAN OUR OWN.

REFERRING to the situation in wire and wire nails in the United States, an exchange says: "The demand is most excellent for smooth wire, barb wire and nails, and the mills are running full and selling their output every week. While this is usually a good month for wire nails, this year it is exceptionally so, and sales have been larger than for a long time past."

THE SITUATION IN THE UNITED STATES.

The Iron Trade Review, Cleveland, Ohio, of August 23, in its review of the iron situation, says: "Two reports must still be written for the iron market—one for finished materials, and another for pig iron. Mill products continue active to a degree indicating that consumption in a multitude of diverse lines is still on a liberal scale. In pig iron, the mass of buyers have little to do with the market, though there is, no doubt, an improved inquiry, and in spots several good-sized lots are under negotiation. Chicago, for example, has about 40,000 tons pending—about equally divided between pipe and foundry grades. As a rule, there is a firmer market for the finished materials most in demand in the past month; on the other hand, the pig iron market is weaker."

Bridge works are free buyers. Lake shipyards will be full of work the coming fall and winter. Four steel vessels were placed at Chicago the past week and it is known that several important additions to the iron ore fleet are being figured on. Engine and boiler works are busy, almost without exception, and so many important concerns in these lines are booked long ahead as to indicate that extensions by power users are far from having reached the limit. Agricultural buyers have made a very promising start in their season's buying, so far as finished steel goes, being encouraged, no doubt, by the attractive prices the mills have made on bars and plates. One feature of the situation that is not entirely promising is the extent to which large steel makers have loaded up with low-priced orders, and their continued willingness to sell some distance into 1901 at approximately the sensational prices recently made.

"A reduction of \$8 per ton in structural material was announced on Thursday, coming as a surprise after the meeting of the preceding week and the announced determination to maintain prices. The blast furnace situation is being helped by the restrictive movement which is still in progress, and that is expected to show by

September 1 a further sharp reduction in output. Prices are at a point that is plainly over the cost line for many stacks, and yet reports are current of quotations which many still active furnaces cannot meet."

NEW YORK METAL MARKETS.

PIG TIN—There was a sharp break in the London market. The opening there was weak, and the tendency downward throughout, the close being at a decline of £2 5s. After the close of the London Exchange, according to special cable advices, there was a further break of £1 10s., spot selling at £136 10s. and futures at £133. The New York market appeared to be demoralized by the news from the other side, and the price of spot tin declined to 30.35c., while buyers were not ready to bid more than 30.12½c. There were sellers of August at 30.25c., and of September at 30c., but we heard of no bids on either month.

COPPER—The spot market remains quiet, but steady, at 16½c. for Lake Superior ingots, and 16½c. for electrolytic and casting. In London there was a further decline of 10s., and the market there closed weak.

PIG LEAD—The market remains very quiet, with only occasional small sales to cover present wants on the basis of 4.25c. in carload lots. London cables report a decline of 5s. in the price of soft Spanish there to-day.

SPELTER—The weak tone of the market shows no sign of abatement. Sales have been made at 4.10c., though 4.15c. is still nominally quoted.

ANTIMONY—There continues a fair jobbing demand for regulus at 9¾ to 10¼c., as to brand and quantity.

TINPLATE—The market here remains dull, with prices normal and unchanged. Europe cables a further decline of 1½d.

IRON AND STEEL—The general conditions governing this market are substantially the same as for several weeks past. Business improves slowly in pig iron and structural material, but other departments are dull. No improvement in prices is to be noted, but, on the other hand, quotable changes in a downward direction are less numerous than a while ago. The little demand for old iron that sprang up last week seems to have died out, leaving the market if anything easier than before.

Robert P. Goodfellow, general merchant, Prince Albert, N.W.T., has for some weeks been visiting his old home in Peterboro', Ont. He states that the farmers in the Prince Albert district have had a fine year, and is expecting, in consequence, a good fall and winter trade.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor
"SELL'S COMMERCIAL INTELLIGENCE,"
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Iron Superstructure, Portage du Fort Interprovincial Bridge at 'Narrows,' Ottawa River," will be received at this office until Friday, 31st August, 1900, inclusive, for the construction of an iron superstructure for the Interprovincial Bridge over the Ottawa River at "Narrows," according to a plan and a specification to be seen at the office of F. S. Rees, Esq., dockmaster, Dry Dock, Kingston, Ont., Public Works Office, Montreal Post Office, Que., on application to the Postmaster at Hamilton, Ont., and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, for three thousand dollars (\$3,000.00), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

JOS. R. ROY,

Acting Secretary.

Department of Public Works,
Ottawa, Aug. 17th, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (35)

"BRASSIO"

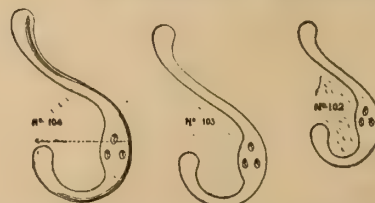
Hat & Coat  **HOOKS.**

2 DOL. No. 102

TRADE MARK

SAVE MONEY BY BUYING

**Gunn's Patent
Brassic Goods**



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

THE GUNN CASTOR CO., Limited.
KNOX HENRY,

Canadian Agent, 220 Board of Trade MONTREAL

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheet, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.



VanTuyt & Fairbank

Petrolia, Ont.
Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

McLaskill, Dougall & Co
Time Varnish & Japan
Manufacturers.
Montreal
Price Lists on application

COOPER PATENT ELBOWS

Bright and Common.



SCHEIPE'S PATENT STOVE PIPE.

E. T. WRIGHT & CO.

Sole Manufacturers
HAMILTON, ONT.



"JARDINE"

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

**Berger's Pipe Hooks.**

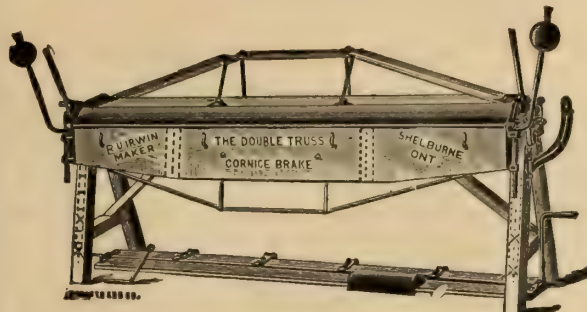
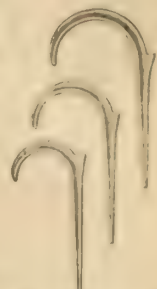
CORRUGATED OR ROUND
WOOD OR BRICK
TINNED OR BLACK

All sizes in stock.

Send for Catalogue of Tinnings and Roofers' Supplies.

BERGER BROS. CO.

231 and 237 Arch Street, - PHILADELPHIA



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

The best that is on
the market.

..Syracuse Babbitt Metal..

Try it and be convinced.

Manufactured by

Syracuse Smelting Works

MONTREAL and SYRACUSE.

ALWAYS IN STOCK

Antimony

Bismuth

Ingot Brass

Pig Lead

Solder Type-Metals, etc.

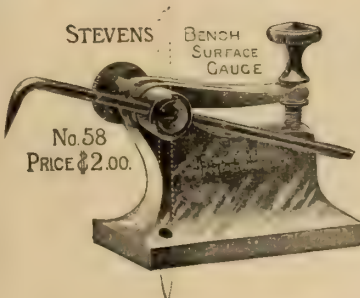
Aluminum

Ingot Copper

Pig Tin

Syracuse Smelting Works

SYRACUSE and MONTREAL.

STEVENS ...FINE TOOLS

No. 58
PRICE \$2.00.

We make a perfect line
of

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool
Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools.
It is also a valuable hand-book of information for mechanics and people
interested in such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass, U.S.A.

Carried by our representatives at Toronto and Montreal.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT

TWINE MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HEATING AND PLUMBING

BUILDING NOTES.

THE National Table Co.'s new building in Owen Sound, Ont., which is to be three storeys, each 176 x 60 ft., is now being built.

Mrs. McLellan is erecting a new residence at Mount Brydges, Ont.

Extensive improvements are being made to the Wilcolet hotel on Besserer street, Ottawa.

Dr. Goodwin is erecting a dental parlor and A. Brun a residence in Edmonton, N.W.T.

Macdonald Bros., contractors, have started building a 30 x 70 building for the Balmoral hotel, Sandon, B.C.

O. Beaudry has secured the contract for the rebuilding of the St. Roch's and St. Famille schools, Ottawa.

Work on the foundation of the new Presbyterian church, Brandon, Man., is being pushed forward rapidly.

Work on the new Merchants Bank block in Winnipeg will likely be started very soon. It is understood that the stone and brick work will cost \$100,000.

New tenders are being called for by the Public Works Department for the addition to the Deaf and Dumb Institute building on Portage avenue, Winnipeg.

TO ENLARGE HEATING PLANT.

The Victoria Hospital Trust, London, Ont., met on Saturday last. During the meeting, the question of enlarging the heating plant was considered, as the engineer reported that the plant was not very satisfactory, the heaters being too small, and it being impossible to clean them out properly. The matter was deferred, as two of the members of the Trust were absent. Those present expressed the opinion that the plant should be enlarged at once.

TORONTO PLUMBERS ARE BUSY.

The plumbing trade in Toronto seems to be in a healthier condition this year than in even last year or the year before. The amount of work being done, both in contract work and jobbing, is larger than has been the case for some years at this season. And, as a rule, the margin of profit seems to be more satisfactory. As prices are lowering, rather than advancing, this summer, contractors figuring on plumbing get the benefit of all reductions in price between the time of accepting the job and of

buying the material to complete it. As this is, in some cases, several months, the result has been to give several plumbers a nice profit on material, whereas there would have been little, if any, if the material had been purchased at time of figuring, or if it had not been reduced in value in the meantime.

HALIFAX PLUMBERS' STRIKE OVER.

About two months ago the journeymen plumbers went out on strike for higher wages. They claimed \$2.25 a day, but the master plumbers refused to pay that wage. The men claimed that as they had not steady work the year around they should be given sufficient for their labor to allow them to live. Their previous wages ran from \$8 to \$10 a week. When the strike was declared and the master plumbers refused to give in, the journeymen obtained master plumbers' licenses and went to work for themselves. Messrs. Brennan & Donovan opened a store which they intend to keep open. The other plumbers opened a union shop on Gerrish street. This week the master and journeymen plumbers met and agreed to "split the difference" in the wage question. The masters offered \$2 per day and it was accepted. All the strikers will go back to their old shops as soon as their services are required. When all the journeymen leave the union shop the latter will be closed.—Acadian Recorder, August 17.

PLUMBING AND HEATING NOTES.

Messrs. Kirk & Meadows, of the Toronto plumbing inspection staff, have asked the Board of Control to reconsider the payment of their accounts of \$100 each for overtime in connection with the plumbing inspection. They had worked overtime at the request of Dr. Sheard, Medical Health Officer. It was decided by the Board to ask Dr. Sheard for a specific report of his instructions re the matter.

Blyth & Watt, plumbers, Montreal, have just finished the fitting up of two show-rooms, where high-class fixtures in these lines may be seen in working order.

The stock of Ness, McLaren & Bate, manufacturers of electrical supplies, Montreal, has been partially damaged by smoke and water; fully insured.

The Galt Public Library Board propose putting in a hot-water system of heating, and have asked F. W. Mellish to prepare plans and specifications.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to Wilson Gray for a residence on Arthur street, to cost \$3,000; to Frank B. Poucher, for a two-storey and attic residence on Huxley street, near Tyndal, to cost \$4,500; to Wm. Clark, for a two-storey residence, near Bloor street on Shaw street, to cost \$2,300; to F. A. Oben, for a two-storey and attic residence on Dupont street, near Walmer road, to cost \$1,200.

A building permit for the erection of a one and a-half storey brick house on Oxford street, between Waterloo and Colborne streets, has been taken out by Joseph Cutler, London, Ont. The building will cost \$1,500.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., Toronto, have secured the contract for plumbing and steamfitting in Ryrie Bros' store and office building, Yonge street, and for installing fire protection and sprinkler system in The Bain Wagon Works and The Massey-Harris Co. Limited's, factory in Brantford, Ont.

"KHARKEE."

Since the Canada Paint Company adopted "Khaki" as the name and color for their new floor paint, there has been no little contention and many inquiries as to how the word "Khaki" should be pronounced.

It is stated that the correct Hindustanee pronunciation is "Kharkee."

We understand that "Khaki," as applied to paint, has been copyrighted by the Canada Paint Company and registered at Ottawa in the Copyright and Trade Mark branch of the Department of Agriculture.

The makers of this paint are issuing to their customers free a most striking khaki hanger, showing an excellent and spirited likeness of Baden Powell, the hero of Mafeking.

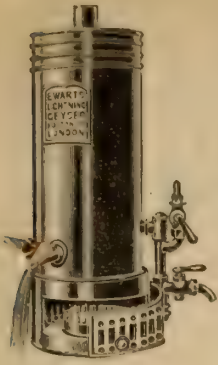
THEY WERE COMMON PEOPLE.

Caller—"Your next door neighbors seem to be quite nice."

Mrs. Upstart—"Huh! They're very plain, common people."

Caller—"Really?"

Mrs. Upstart—"Yes. They pay spot cash for everything at the grocer's and butcher's."—Philadelphia Press.



**HOT WATER
INSTANTLY,
NIGHT OR DAY.**

Boiling Water
in a Minute.
Hot Bath When Wanted

**EWART'S
"LIGHTNING"
GEYSER
FOR GAS OR OIL.**

346 EUSTON ROAD,
LONDON, ENGLAND.
Illustrated Price List Free.

ORDERS SOLICITED FROM THE

Jobbing Trade

For

BANNER Cold Blast **LANTERNS**
CLIMAX Safety Tubular **LANTERNS**
BANNER Lamp Burners
GLOBE FILES and **RASPS**
GURNEY Standard **SCALES**

The best goods are the cheapest.

For Catalogues and Prices, address,

WALTER GROSE, Montreal
Sole Selling Agent.



Illustrative
of the
**Cushion-Disc
Faucet**

referred to in
previous "ad."
Looks all right,
Don't it?

Manufactured by
The JAS. MORRISON BRASS MFG. CO.
TORONTO. Limited

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and Promptly
attended to, by
The Roberts Advertising Agency,
WINNIPEG, CANADA.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon

KNOX HENRY

Heavy Hardware and Metal Broker
Room 220 1/2 Board of Trade, MONTREAL.

SPECIALTIES C Brads Horse Nails Canada
Horse Nail Co.

BOLTS Tire and Stove Rivets of all kinds Chd
craft Screw Co.

BRASS GOODS Gunn-Caster Co., Limited, Bir-
mingham, Eng.

Berlin Felt Boot Co.

BERLIN, ONT.

Manufacturers of

Guaranteed
BEST and
CHEAPEST
in the
market.

HAIR FELT

Made in
1/2 INCH
3/4 "
1 "

For Water and Steam Pipe Covering.

We keep a Large Stock to make Prompt Shipments.

HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of — **High Grade REVOLVERS**

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere

DIAMOND EXTENSION STOVE BACK

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

They are easily
adjusted and
fitted to a stove
by any one.

Please your
customers by
supplying them
immediately
with what
they want.



EXTENDED.

Sold by
Jobbers
of ...

**Hardware
Tinware
and
Stoves.**

Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**
" **A. R. WOODYATT & CO., Guelph, Ontario.**



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for
the Preston make of Stick.
Write for Prices.

A PAINTMAN'S PHILOSOPHIES.

A SUMMER'S outing may furnish us a good many sound business lessons even though we try hard to dodge them, says The Chameleon. We carry our business minds into the woods, out on the streams or up the mountains, and in spite of ourselves draw parallels from the commonplaces of vacation life, and fit them to our work.

If we are paddling against the current, in the face of a strong wind, it is easy to see in our efforts something of the persistence and determination needed in business. A bad stroke of the paddle that puts us at the mercy of the wind and turns us from our course shows how necessary it is to avoid wrong moves in business if we don't want to double the force of the obstacles we're fighting. If we think to escape the wind and current by paddling down the stream, we find we must battle our way back, and are reminded that it doesn't pay to pick the easiest work first; it only makes us less fresh and fit for the hard work.

The man who fishes at a certain rock on Monday and Tuesday without luck, and at the same rock makes a good haul on Wednesday, teaches us the old lessons of patience and sticktoitiveness. If he tells a story about large fish that he all but landed we may, if credulous, be reminded that there are opportunities in business, missed by others, that we ought to go after.

When the young lady, whose hook we have baited and whose line we have cast, holds up a string of fish, each one of which we have taken from the hook for her, and exclaims: "See the fish I caught," we remember that much of the work in business life goes without honor. But when these same fish come on for breakfast we may learn that even unhonored work brings its reward.

In sailing the skiff, the calms typify dull seasons in trade through which some men are content to drift, while others get out the oars and put in extra effort to make headway; we are taught that if conditions are not favorable to take them without complaining. When a storm comes we see again that it is work not worry that brings us safely to shore.

Climbing up a mountain side shows us the value of caution—we must be sure of our footing before we reach higher, and in reaching we must not be too venturesome. Rotten branches, like unsound business principles, often look safe enough, but if we try to ascend by them we're apt to find ourselves at the bottom, with small chance of getting up again. We learn that moss that lies on the face of the rock doesn't make a good foothold, and that

"surface work"—doing well only those things that our superiors see—is a risky way to climb toward success.

GOLD MEDAL FOR ENAMELED WARE

TO the knowing ones, it was a foregone conclusion that Canada would capture many of the highest awards at the Parisian Exposition for farm and dairy products, but when it came to manufactured goods, in competition with the world's best, the same confidence was not manifest.

It will, therefore, be gratifying to the readers of *HARDWARE AND METAL* to learn that The Thos. Davidson Mfg. Co., Limited, Montreal, have been awarded the gold medal for their elaborate exhibit of enameled ware and decorated tinware, a description of which appeared in the columns of *HARDWARE AND METAL* some months ago.

The firm is to be congratulated on its good fortune, which is but their just reward, as no effort was spared to make their display redound to the honor of Canadian energy and enterprise, and is the more remarkable when it is remembered that less than 10 years ago the manufacture of this class of goods was unknown in Canada, and speaks well for the possibilities of Canadian manufactures for the future, and, while ours may be an agricultural country, our manufacturers will strive to make their wares always equal to "No. 1 Manitoba hard."

PROMOTION FOR A. W. TAYLOR.

A. W. Taylor, who has been with The Western Wire and Nail Co., Limited, of London, Ont., for the past seven years, has been appointed manager of The Parmenter & Bullock Co., Limited, Gananoque, Ont. He assumed his new duties this week.

Mr. Taylor is an old Corbyville, Ont., boy. His rise and promotion has been more than ordinarily rapid. He came to Toronto when but a young lad, and secured a position with the Ontario Lead and Wire Co., Limited, of that city, where he won the respect and confidence of his employers to such an extent that upon opening a western branch of their business in London he was put in charge of the office there. His success there was instrumental in securing him his present position, which he takes upon the approval and recommendation, accompanied by the best wishes, of his late employers.

STUDY THE DETAILS OF YOUR WORK.

The young man who has no ambition to be better than a retail salesman will not make a first-class clerk. It is quite proper that young men should look forward to better things. This is quite different, however, says an exchange, from that restless, shiftless feeling that prevents some from doing their best in the position in which they are placed. There was a time when a clerk had to serve a regular apprenticeship, and was bound by articles of agreement to remain a stated period with his master, and to give mind and body fully to his occupation and the furthering of his employer's



The Exhibit that won the Gold Medal.

interests. To day, such an arrangement is rare, and the result is that young men run about from place to place and wind up with plenty of gall and little practical knowledge of their business. The store should be a school of knowledge, method and principle that should turn out young men fit to take their places in the mercantile ranks. The reason why we have so many business failures to-day to one of 50 years ago is largely attributable to the lack of thoroughness on the part of those who engage in trade and commerce. A young man will spend a couple of years at the hardware business and imagine he is competent to open a hardware store. A young fellow will take a position behind the counter, change to three or four other concerns in less than half that number of years, and induce somebody to help him start for himself. What commerce needs to-day is men engaged in it who know their business from the ground up, who have a high standard of business ethics, and who have been thoroughly drilled in sound, effective methods.

WORTH NOTING.

The Syracuse Smelting Works Company, William street, Montreal, are getting in full stocks of solder and babbitt metal as well as a special line of pig tin which they can afford to sell at reasonable figures. This firm report business exceedingly brisk.

Portland Cements

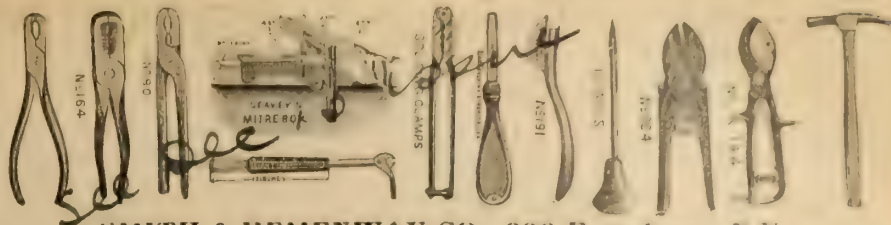
BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.
Also Razors, Stropps, Glass Cutters, Etc.

Write for new Catalogue

THE ... Waggoner Extension Ladder.



The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.

Hardwood CHARCOAL in Bulk or Sacks. WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by..

THE STANDARD CHEMICAL CO., Limited
Factories { Fenelon Falls. Gooderham Building, TORONTO
Deseronto.

Emerson, the Philosopher



THIS CUT SHOWS Our Double First Floor Outfit FOR ..HEAVY OILS..

These tanks are built with a "pocket" in which the pump stands always submerged in oil, hence there is no "sticking" or "gumming." Accurate GALLONS, HALF GALLONS AND QUARTS. They will handle Varnishes, Raw and Boiled Linseeds, Turpentine, Fillers and Non-Lubricants generally to your entire satisfaction. Catalogue free. Send your address.

S. F. BOWSER & CO., P. O. Box 564, TORONTO
Factory: FORT WAYNE, IND.

Wrote — "To feel that our efforts are appreciated is the sweetest part of life." The God, Gray Poet's words "ring true." Appreciation is sweet when it comes not as flattery, but as an honest sentiment. We submit the following:

**FORT WAYNE
DRUG CO.**

IMPORTERS AND
JOBBER OF

**Drugs, Varnishes,
Oils,
Chemicals and
Sundries.**

FORT WAYNE IND.
May 17, 1900.

S. F. BOWSER & Co.,
Fort Wayne, Ind.

GENTLEMEN:—We are pleased to say that the Fifteen Oil Tanks which we have of various sizes are in first-class condition after being used over a year. All of these have rendered excellent service. We would be at a loss if it were impossible for us to duplicate any order for these goods. We cannot understand how any house can call themselves well equipped conducting a first-class business without the Bowser Self-Measuring Oil Tanks. With kindest regards, we are,

Very truly yours,
FORT WAYNE DRUG
Co.

Per F. W. Sibler,
Sec'y.

A Great Line

"GOOD CHEER" STOVES

Coal Ranges
Wood Ranges
Coal Cooks
Wood Cooks
Oak Heaters
Todd Heaters
Air-Tight Heaters
Art Base Burners.

The JAS. STEWART MANUFACTURING CO.
LIMITED
Woodstock, Ont.

A CORNER FOR CLERKS.

Personal and other items for this department will be gratefully received.

HOW JOHN BLUNT TAUGHT THE SHOE CLERK
A LESSON.

“**T**ALKING about slick tricks,” said one of three men who was waiting his turn in a barber shop the other evening, “you never saw anything to beat a trick that was played on me when I was a youngster and clerking in a shoe store.

“In those days we didn’t have the early closing, but kept open at night anywhere from 9 until 11. Our boss was a pretty good sort of an old chap and, except on Saturdays, never came back to the store after supper. This gave us fellows a good chance to fix things to suit ourselves, and we arranged to take night about going home early. There never was any great rush during the evening and one clerk could handle the trade easily enough.

“It had been raining to beat the band for the greater part of the day and after Old Dull, as we boys called him, had taken his departure for home, Jim, the other clerk, dug out and left me to take care of the store for the remainder of the evening. Well, I lighted one of Old Dull’s cigars and for a time made myself as comfortable as I could in his chair, with my feet on his desk. I had a sort of ‘I’m-monarch-of-all-I-survey’ feeling, as I sat there and listened to the rain splashing against the windows. Old Dull smoked the very best of cigars, so I punished a couple of them before I quit.

“It was about 9 o’clock and I was thinking about closing the store when I suddenly remembered that there was an invoice of boots in the back room which Old Dull had told me to unpack and mark. If I left them until morning he would be sure to find fault with me, so I got the bill and proceeded to open the cases. In those days we sold a great many boots. They were just as much in demand then as shoes are now for men’s wear. We had a rod down the middle of the store hung with a dozen pairs of boots, tied together by the pulls. It was quiet a handy arrangement, as the size was marked on the sole of each boot and you could select what you wanted at a glance. I never thought for a minute that a customer would come out in such a rain, so I worked away in the back room and left the store to take care of itself. I must have made a good deal of noise while taking the tops off of the cases, for otherwise I should have heard anyone who came into

the store. At anyrate the one customer of the evening came in without my hearing him. I was at work in the back room for fully half an hour. When I reentered the store-room, invoice in hand, there stood a slouchy looking fellow with a pair of boots slung across one of his shoulders. He accosted me with, ‘Say, youngster, ye don’t seem to keer whether ye wait on yer customers er not. I’ve ben a prancin’ around here fer half an hour tryin’ to find someone to fit a pair of rubbers on these here boots. I’ve tried every store in town; but thar ain’t none of ‘em got rubbers big enough to fit ‘em.’

“‘Oh! that’s what you want, is it?’ I said. ‘I’m sorry to have kept you waiting, but I think I can fix you all right.’ I got the biggest pair of rubbers we had in the store, fitted them on to the boots, played smart by charging him \$1 for them, when the price was only 75c., and the fellow left the store, evidently well pleased. He had been gone about five minutes when I discovered that there was a pair of boots missing from the rod in the middle of the store. We never had more than 12 pairs of boots on this rod at a time, and I had filled it late that afternoon. I had been so very smart that I had fitted a pair of rubbers unto a pair of our own \$4 boots. The fellow had taken advantage of my absence to secure the boots and then played a slick trick on me besides. You could have knocked me down with a feather. What would Old Dull say when I told him? I was worried and greatly put out; but it was useless to think of following the fellow, so I closed the store and went home.

“The next morning I was telling Jim, my fellow clerk, how the country jay had fooled me, when Old Dull walked in. He had a grin as broad as a washtub on his face, and he had that identical pair of boots and those same rubbers slung over his shoulder. I almost dropped dead, for I saw through the whole thing. The old man had fixed himself up and done a little investigating. He didn’t say a word, but hung up the boots on the rod, pulled the rubbers off, and put them into the drawer where they belonged, and went back to his desk. For about 10 minutes you could hear Old Dull’s pen scratching anywhere in that store, and then he called my name. I went back to his desk, and, without a word, he handed me my wages up to date. He also

gave a written recommendation, which read as follows:

“To whom it may concern: William Smartly has been in my employ for one year. He is a good salesman when he is watched. He is also honest under the same conditions. If you have time to be always watching him, hire him; if you haven’t, don’t.

“It was a slick trick, but it was a lesson of a lifetime to me. I got employment after a while in a neighboring city, but you can bet I attended to business from the word ‘go.’ I truly consider that I owe my success in business to the lesson which John Blunt taught me.”—MacAllan, in Michigan Tradesman.

TRADING STAMPS IN AUSTRALIA.

THE coupon or trading stamp dodge has not “caught on” here to the same extent as in the Southern colonies. Whatever advantage a storekeeper gains from adopting the coupon or similar schemes is lost when his confreres have followed his example. I say this without at the same time acknowledging that benefit in the long run accrues even if a monopoly of the trading stamp could be enjoyed by any one retailer in a town. Unless he adds the cost of the trading stamps to his goods a shopkeeper cannot afford to give them. And, if he adds the cost, he is deceiving his customers, for the end and all of the trading stamp is to persuade the customer that he is getting something for nothing.

When all the shopkeepers in a community are giving trading stamps, it is obvious to everyone that they are all on an equal footing in that one respect. It is equally obvious that all are again towards each other what they were before being induced to go into the scheme. It follows, then, that he who would keep abreast of his competitors must rely not only on the coupon plan, but upon his own push and enterprise. And push and enterprise are more powerful in business-building than ever methods extraneous can be, even through a monopoly of them be enjoyed. Many retail houses profess not to see things in this way, but there are none so blind as those who do not wish to see.—The Storekeeper, Sydney, New South Wales.

WANT AN INCREASE IN LEAD DUTIES

At the second annual convention of the Associated Boards of Trade of Eastern B.C. a resolution was passed requesting the Dominion Government to increase the import duties on dry white lead, which is now 5 per cent. and on litharge, which is now 20 per cent. It is believed that a fair increase would have the effect of providing a profitable home market for about 7,000 tons of lead annually used in the manufacture of white lead.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co., - Galt, Ont.

We Manufacture

AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

CURRENT MARKET QUOTATIONS.

August 24, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 35½ 0 36½
Straits 0 35½ 0 36½

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box
I.C., usual sizes \$7 00
I.X. 8 50
I.X.X. 10 00
Famous—
I.C. 7 50
I.X. 8 50
I.X.X. 9 50
Raven & Vulture Grades—
I.C., usual sizes 5 25
I.X. 6 25
I.X.X. 7 25
D.U., 12½x17 4 75
D.X. 5 50
D.X.X. 7 50

Coke Plates—Bright

Bessemer Steel—
I.C., usual sizes 4 50
I.C., special sizes, base 4 75
20x28 9 25

Charcoal Plates—Terne

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 9 00
I.X., Terne Tin 11 00

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.
X.X., 14x56, 50 sheet bxs } 0 07 0 07½
" 14x60 " }
" 14x65 " }

Tinned Sheets.

12x30 up to 24 gauge 0 08 0 08½
" 26 " 0 08½ 0 09
" 28 " 0 09 0 09½

Iron and Steel.

Common Bar, per 100 lbs 2 00
Refined 2 35
Horse Shoe Iron 2 50
Hoop steel, 1½ to 3 in. base, extra for smaller sizes 3 25
Sleigh Shoe Steel 2 35
Tire Steel 2 60
Cast Steel, per lb 0 00
Toe Calk Steel 2 80
Tank Plates, 1-5 and thicker. 3 00
Boiler Rivets 4 50

Boiler Tubes.

1½-inch 0 13 0 14
2 " 0 15 0 16
2½ " 0 18 0 19
3 " 0 19 0 20

Steel Boiler Plate.

1½ inch 3 25
3-16 inch 3 40
4 " and thicker 3 25

Black Sheets.

18 gauge 3 20
20 " 3 20
22 to 24 " 3 30
26 " 3 40
28 " 3 60

Canada Plates.

All dull, 52 sheets 3 25
Half polished 3 35
All bright 3 85

Iron Pipe.

Discounts are as follows—Black pipe, 1½ to 3 in., 40 per cent. ½ in., 60 per cent. 2 in., 66½ per cent. larger sizes, 50 and 5 per cent. Galvanized pipe, ½ in., 40 per cent. ¾ to 2 in., 50 per cent.

Galvanized Sheets.

G. O. Comet. Amer. Head. Queen's
16 gauge 4 40 4 25
18 to 24 gauge 4 50 4 20 4 40 4 50
26 " 4 75 4 45 4 40 4 75
28 " 5 00 4 70 4 60 5 00
Less than case lots, 15c. per 100 lb. additional
28 gauge American equals 26 gauge English.

Chain.

Proo. Coil, 3-16 in., per 100 lb 8 50
" 5-16 " " 4 85 5 35
" 7-16 " " 4 80 5 30
" 1 " " 4 50 4 95
" 1½ " " 4 65
" 2 " " 4 20
" 2½ " " 3 70 4 10
Halter, kennel and post chains, 40 and 50 p.c.
Cow ties 40 p.c.
Stall fixtures 35 p.c.
Trace chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.

English B. S., ton lots 0 19 0 20
Lake Superior Bolt or Bar.

Outlengths round, ½ to ¾ in. 0 23½ 0 25
" round and square 1 to 2 inches 0 23½ 0 25

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 23 0 23½

Untinned, 14 oz., and light, 16 oz., irregular sizes 0 23 0 23½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Tinned copper sheets 0 26

Planished 0 32

Braziers (In sheets.)

16x6. 25 to 30 lbs. ea., per lb. 0 25½
35 to 45 " 0 24½
50-lb. and above, " 0 23½

Boiler and T. K. Pitts.

Pain Tinned, per lb 0 28

Spun, per lb. 0 32

Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent. Sheets, hard-rolled, 2x4 0 24 0 25
Tubing, base, per lb. 0 24 0 25

Zinc Spelter

Foreign, per lb 0 07 0 07½
Domestic Part casks.

Zinc Sheet.

5 cwt. casks 7 00
Part casks 7 50

Lead.

Imported Pig, per lb 0 05 0 05½
Bar, 1 lb. 0 06½
heats, 2½ lbs. sq. ft., by roll. 0 05½
Sheets, 3 to 6 lbs. 0 05½

NOTE.—Cut sheets ½ cent per lb. extra
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and bal., \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder.

Bar half-and-half 0 21½ 0 22½
Refined 0 21 0 21½
Wiping 0 20½ 0 21

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 11 0 11½

White Lead.

Pure, Assoc. guarantee, ground in oil 6 87½
25 lb. irons 6 50
No. 1 do 6 12½
No. 2 do 5 75
No. 3 do 5 75
No. 4 do 7 12½
Munro's Select Flake White 6 87½
Elephant and Decorators' Pure.

Red Lead.

Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.

Elephant Snow White 0 08 0 09
Pure White Zinc 0 08 0 09
No. 1 0 06 0 07½
No. 2 0 05 0 06½

Dry White Lead.

Pure, casks 5 75
Pure, kegs 6 25
No. 1, casks 5 60
No. 1, kegs 6 00

Prepared Paints.

In ¼, ½ and 1 gallon tins.
Pure, per gallon 1 20
Second qualities, per gallon 1 00
Barn (in bbls.) 0 75
The Sherwin-Williams Paints 1 35
Canada Paint Co's Pure 1 20
Sanderson Peary's Pure 1 20
Stewart & Wood's Champion Pure. 1 20

Colors in Oil.

25 lb. tins, Standard Quality.
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry

Yellow Ochre (J.C.) bbls 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls 1 75 1 80
Yellow Ochre (Royal) 1 15
Brussels Ochre 2 00
Venetian Red (best), per cwt. 1 80
English Oxides, per cwt. 3 00
American Oxides, per cwt. 1 75
Canadian Oxides, per cwt. 1 75
Super Magnesia Oxides, 93 p.c. 2 00
Burnt Sienna, pure, per lb. 0 10
Umber, 0 10
do Raw 0 09
Drop Black, pure 0 09
Chrome Yellow, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03½
Ultramarine Blue in 28-lb boxes, per lb. 0 08
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07

Mortar Color, per 100 lb. 1 25
English Vermillion 0 80
Pure Indian Red, No. 45, lb. 0 80
Whiting, per 100 lb. 0 55

Blue Stone.

Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 08

Putty.

Bladders in bbls. 2 10
Bladders in 100 or 200 lb. kegs or bxs 2 25
Bulk in bbls., per 100 1 95
Bulk in less quantities 2 10
25-lb. tins, 4 in case 2 35
12½-lb. tins, 8 in case 2 60

Varnishes.

(In 5-gal. lots.) Per gal.
Carriage, No. 1 2 90 3 30
" body 8 00 9 00
" rubbing 4 00 5 00
Gold Size, Japan 3 00 3 40
Brown Japan 2 40 2 80
Elastic Oak 2 90 3 30
Furniture, extra 2 40 2 80
" No. 1 1 60 2 00
Hard Oil Finish 2 70 3 10
Light Oil Finish 3 20 3 60
Demar. 3 30 3 70
Shellac, white 4 40 4 80
" orange 4 00 4 40
Furniture Brown Japan 1 60 2 00
Black Japan 2 40 2 80
" No. 1 1 60 2 00

Discount—general trade discount, 50 per cent. and four months' time; special cash discount of 3 per cent in thirty days, or 3½ per cent. spot cash.



The Imperial Varnish & Color Co's. Limited
Elastilite Varnish,
1 gal. can, each.
\$2.00.

Granatine Floor Finish, per gal.
\$2.00.

Maple Leaf Coach Enamels;
Size 1, 60c.;
Size 2, 35c.; Size 3, 20c. each.

Linseed Oil.

1 to 4 bbls delivered Raw. Boiled.
5 to 9 bbls \$0 80 \$0 85
Toronto, Hamilton, London and Guelph.
2c. less.

Turpentine.

Single barrel, freight allowed 0 67
2 to 4 barrels
Toronto, Hamilton, London, Guelph, 2c. less.

Castor Oil.

East India, in cases, per lb. 0 10
" " small lots 0 10 0 11

Cod Oil, Etc.

Cod Oil, per gal. 0 50
Pure Olive
Neatsfoot
Glue.

Common
French Medial 0 10 0 14½
Cabinet, sheet 0 10 0 13
White, extra 0 15 0 20
Gelatin 0 22 0 30
Strap 0 18 0 20
Coopers 0 19 0 20
Hutner 0 18

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

**Axles and Forgings of all descriptions, Billets and Springs,
Steel, Tyre, Sleigh Shoe and Machinery Steel.**

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Rim Fire Pistol and Rifle, 18 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B. B. Caps. discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.
Brass Shot Shells, 55 and 10 per cent. Primers, Dom., 30 per cent.

Wads. per lb.
Best thick white felt wadding, in ¾-lb. bags. 1 00
Best thick brown or grey felt wads, in ½-lb. bags. 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges. 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge. 0 35
Best thick white card wads, in boxes of 400 each, 8 gauge. 0 53
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges. 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge. 0 25
Thin card wads in boxes of 1,000 each, 8 gauge. 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge. 1 15
9 and 10 gauges. 1 40
7 and 8 gauges. 1 65
5 and 6 gauges. 1 90
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge. 1 15
9 and 10 gauges. 1 40
7 and 8 gauges. 1 65
5 and 6 gauges. 1 90

Adzes.
Discount, 20 per cent.

Anvils.
Per lb. 10 0 12½
Anvil and Vise combined. 4 50
Wilkinson & Co.'s Anvils. lb. 0 09 0 09½
Wilkinson & Co.'s Vices. lb. 0 09½ 0 10

Augers.
Gilmour's, discount 50 and 10 p. c. off list.

Axes.
Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, " " 12 00 13 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33½ per cent.
Hunters' Axes. 5 50 6 00
Boy's Axes. 5 75 6 75
Splitting Axes. 6 50 12 00
Handled Axes. 7 00 10 00

Axle Grease.
Ordinary, per gross. 3 75 6 00
Best quality. " " 13 00 15 00

Bath Tubs.
Zinc. 3 90 4 00
Copper, discount 10 and 10 p. c. revised list.

Baths.
Standard Enameled.
5½-inch rolled rim 1st quality. 20 50
2nd " " 22 00

Anti-Friction Metal.
"Tandem" A. per lb. 0 27
" " B. " " 0 21
" " C. " " 0 11½

Magnolia Anti-Friction Metal, per lb. 0 25

SYRACUSE SMELTING WORKS.
Alumina, genuine. 0 45
Dynamo. 0 29
Special. 0 25
Aluminum, 99 p. c. pure "Syracuse". 0 50

Bells.
Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 68½ per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's. 5 50 8 00
" Peterboro', discount 27½ per cent.

Farm.
American, each. 1 25 3 00
House.
American, per lb. 0 35 0 40

Bel lows.
Hand, per doz. 3 35 4 75
Moulders', per doz. 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.
Clark's, per doz. 0 65 0 90
Diamond, Shell, per doz. 1 00 1 50
Nail and Spike, per gross. 2 25 5 20

Blind and Bed Staples.
All sizes, per lb. 0 07½ 0 12

Bolts and Nuts. Per cent.
Norway Bolts, full square. 65
Common Carriage Bolts, full square. 65
" " " 5-16 and under. 65
" " " ¾ and larger. 65

Machine Bolts, all sizes. 60
Coach Screws. 70
Sleigh Shoe Bolts. 75
Blank Bolts. 60
Bolt Ends. 65
Nuts, square. 48 off
Nuts, hexagon. 4½ off

Tire Bolts. 67½
Stove Bolts. 67½
Stove rods, per lb. 5½ to 6c.
Plough Bolts. 55

Boot Calks.
Small and medium, ball, per M. 4 25
Small heel, per M. 4 50

Bright Wire Goods.
Discount. 55 per cent.

Broilers.
Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8. 6 00
Henis, No. 9. 7 00
Queen City. 7 50 0 00

Butchers' Cleavers.
German, per doz. 6 00 11 00
American, per doz. 12 00 20 00

Building Paper, Etc.
Plain building, per roll. 0 30
Tarred lining, per roll. 0 40
Tarred roofing, per 100 lb. 1 60
Coal Tar, per barrel. 3 50
Pitch, per 100-lb. 0 80
Carpet felt, per ton. 45 00

Butt Rings.
Copper, \$2.00 for 2½ in. and \$1.90 for 2 in.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, dis. 6½ per cent.

Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair. 0 40 0 65

Carpet Stretchers.
American, per doz. 1 00 1 50
Bullard's, per doz. 6 50

Castors.
Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.
Nos. 31 and 32, per gross. 50 9 50

Cement.
Canadian Portland. 2 80 3 00
English. " 3 00
Belgian. " 2 75 3 00
Canadian hydraulic. 1 25 1 50

Chalk.
Carpenters, Colored, per gross. 0 45 0 75
White lump, per cwt. 0 60 0 65
Red. " " 0 05 0 06
Crayon, per gross. 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.

Churns.
Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 58
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.
Axle dis. 65 per cent.

Closets.
Plain Ontario Syphon Jet. \$3 00
Emb. Ontario Syphon Jet. 8 50
Fittings. 1 00
Plain Teutonic Syphon Washout. 4 75
Emb. Teutonic Syphon Washout. 5 25
Fittings. 1 00
Plain Richelieu. 4 75
Emb. Richelieu. 5 00
Fittings. 1 25
Closet connection. 1 25
Basins, round, 14 in. 0 65
" oval, 17 x 14 in. 1 55
" 19 x 15 in. 2 30

Compasses, Dividers, Etc.
American, dis. 62½ to 65 per cent.

Cradles, Grain.
Canadian, dis. 25 to 33½ per cent.

Cross Cut Saw Handles.
S. & D., No. 3, per pair. 17½
" 5, " " 22½
" 6, " " 15
Boynton pattern. 20

Door Springs.
Torrey's Rod, per doz. (15 p. c.) 2 00
Coil, per doz. 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.
Hand and Breast.
Miller's Falls, per doz. net list.
DRILL BITS.
Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz. 1 80
No. 2, per doz. 1 60

Bright, 20c. per doz. extra.
ESCUTCHEONS.
Discount, 27½ per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 p. c. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27½ per cent.

FORKS.
Hay, manure, etc., dis. 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size Star Per Per Per Per
Inches 50 ft. 100 ft. 50 ft. 100 ft.

Under 26. 2 10 4 00 6 00
26 to 40. 2 30 4 35 6 65
41 to 50. 4 75 7 25
51 to 60. 5 00 8 50
61 to 70. 5 35 9 25
71 to 80. 5 75 10 50
81 to 85. 6 50 11 75
86 to 90. 7 25 14 00
91 to 95. 15 50
96 to 100. 18 00
101 to 105. 21 00
106 to 110. 24 00

GAUGES.
Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each. 1 65 2 40

HALTERS.
Rope, ¾ per gross. 9 00
" ½ to ¾. 14 00
Leather, 1 in., per doz. 3 87½ 4 00
1½ in., " " 5 15 5 20
Web, — per doz. 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27½ per cent.

Tack.
Magnetic, per doz. 1 10 1 20

Sledge.
Canadian, per lb. 0 07½ 0 08½

Ball Pean.
English and Can., per lb. 0 22 0 25

HANDLES.
Axe, per doz., net. 1 50 2 00
Store door, per doz. 1 00 1 50

Fork.
C. & B., dis. 40 per cent. rev. list.

Hoe.
C. & B., dis. 40 per cent. rev. list.

Saw.
American, per doz. 1 00 1 25

Plane.
American, per gross. 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Cut Saws.
Canadian, per pair. 0 13½

HANGERS. doz. pairs
Steel barn door. 5 85 6 00
Stearns, 4 inch. 5 00
" 5 inch. 6 50

Lane's covered—
No. 11, 5-ft. run. 8 40
No. 11½, 10-ft. run. 10 80
No. 12, 10-ft. run. 12 60
No. 14, 15-ft. run. 21 00
Lane's O.N.T. track, per foot. 4½

HARVEST TOOLS.
Discount, 50 and 10 per cent.

HATCHETS.
Canadian, dis. 40 to 42½ per cent.

HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4 in., per lb. 0 06½
" 5 in., " " 0 06½
" 6 in., " " 0 06
" 8 in., " " 0 05½
" 10 in., " " 0 05½

Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs. 4 50
14 in. up, per 100 lbs. 3 50
Per gro. pair 12 00

HOES.
Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz. 4 00 4 50

HOLLOW WARE.
Discount, 45 and 5 per cent.

HOOKS.
Cast Iron.
Bird Cage, per doz. 0 50 1 10
Clothes Line, per doz. 0 27 0 63
Harness, per doz. 0 72 0 88
Hat and Coat, per gross. 1 00 3 00
Chandelier, per doz. 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dis.
47½ per cent.

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000. 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.
"C" brand 50 p. c. dis. } Oval head.
"M" brand 50 p. c. }

Acadian, 50 and 10 per cent.

MALEHAM & YEOMANS,

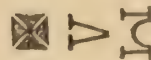
SHEFFIELD,
ENGLAND.

Highest Award.

Manufacturers of

Table Cutlery, Razors,
Scissors, Butcher Knives
and Steels, Palette and
Putty Knives.

REGISTERED TRADE MARKS.



GRANTED 1780.

WHOLESALE ONLY.



Exposition Universelle, Paris, 1889.

SPECIALTY : Cases of Carvers and
Cabinets of Cutlery.

F. H. SCOTT, 360 Temple Building, MONTREAL.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal. No. 2 and larger, smaller	No. 1 and larger, smaller
Light, medium, and heavy.	3 65	3 90
Snow shoes.	3 90	4 15
Steel Shoes.		
Light.	3 85	4 10
Featherweight (all sizes).	5 10	5 10
F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.		
Toe weight steel shoes.	6 70	

JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June 1899.

IOE PICKS.

Star per doz. 3 00 3 25

KETTLES.

Brass spun, 7 1/2 p.c. dis. off new list.
Copper, per lb. 0 30 0 50
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 27 1/2 p.c.
Cabinet, trunk, and padlock,
Am. per gross 60

KNOBS.

Door, japanned and N.P., per
doz. 1 50 2 50
Bronze, Berlin, per doz. 2 75 3 25
Bronze Genuine, per doz. 6 00 9 00

Shutter, porcelain, F. & L.
screw, per gross. 1 30 4 00
White door knobs—per doz. 1 25

HAY KNIVES.

Discount, 50 and 10 per cent.
LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz. 7 50
No. 3 "Wright's" 8 50
Ordinary, with O burner 4 25
Dashboard, cold blast 9 50
No. 0. 6 00

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
Galvanized 1 87 3 85
King, wood. 2 75 2 99
King, glass. 4 00 4 50
All glass. 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
Chalk 1 90 7 40

LOCKS.

Canadian, dis. 33 1/2 p.c.
Russell & Erwin, per doz. 3 05 3 25
Cabinet.

Padlock.

English and Am., per doz. 50 6 00
Scandinavian. 1 00 2 40

MACHINE SCREWS.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MALLETS.

Tinsmiths', per doz. 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz. 3 85 5 00
Caulking, each. 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 1 00

MEAT CUTTERS.

American, dis. 25 to 30 p.c.
German, 15 per cent.

MILK CAN TRIMMINGS.

Discount, 25 per cent.

NAILS.

Quotations are: Out. Wire.
2d. and 3d. \$3 60 \$4 10
3d. 3 25 3 77
4 and 5d. 3 00 3 60
6 and 7d. 2 30 3 45
8 and 9d. 2 75 3 25
10 and 12d. 2 70 3 20
16 and 20d. 2 65 3 15
30, 40, 50 and 60d. (base) 2 60 3 10

Steel Out Nails 10c. extra.
Miscellaneous wire nails, dis. 70 per cent.
Coopers' nails, dis. 30 per cent.
Flour barrel nails, dis. 25 per cent.

NAIL FULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon,
per gross. 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 40 and 5 per cent. for McMullen's.
U.S. Navy. 6 00
U.S. Navy. 7 25

OIL.

Canada refined (Toronto) 0 12 1/2
Sarnia Water White 0 15
Pratt's Astral 0 18
Sarnia, Prime White 0 14
American w. w. 0 16 1/2

OILERS.

McClary's Model galvan. oil
can, with pump, 5 gal.,
per doz. 0 00 10 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz. 1 25 3 50
Brass, 1 50 3 50
Malleable, dis. 25 per cent.

GALVANIZED PAIRS.

Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.
Flaring pairs, discount 45 per cent.
Galvanized wastebats, discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 50 3 00
Brass head, 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 50 per cent.
American dis. 50.
Wood, fancy Canadian or American, 37 1/2
to 40 per cent.
Bailey's (Stan. R. & L. Co.) 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 37 1/2 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37 1/2
40 p.c.
Button's Imitation, per doz. 5 00 9 00
German, per doz. 0 60 2 60

PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.
Fuller's work, discount 65 per cent.
Rough stops and stop and waste cocks, dis-
count, 60 per cent.

Jenkins' disk globe and angle valves, dis-
count, 55 per cent.
Standard valves, discount, 60 per per cent.
Jenkins' radiator valves discount 55 per cent.
standard, dis., 60 p.c.

Quick opening valves, discount, 60 p.c.
No. 1 compression bath cock 2 00
No. 4 " 2 00
No. 7, Fuller's 2 50
No. 4 1/2, " 3 00

PRESSED SPIKES.

Discount, 25 per cent.

PULLEYS.

Hothouse, per doz. 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awnings. 0 35 2 50

PUMPS.

Canadian eastern. 1 80 3 60
Canadian pitcher spout. 1 40 2 10

PUNCHES.

Saddlers', per doz. 1 00 1 85
Conductors' 9 00 15 00
Tinner's solid, per set. 0 00 0 72
" hollow, per inch. 0 00 1 00

RANGE BOILERS.

Galvanized, 30 gallons. 7 25
" 40 " 9 25
" 40 " 22 00
Copper, 35 " 26 00
" 40 " 30 00

Discount off Copper Boilers 10 per cent.

RAKES.

Cast steel and malleable Canadian list dis.
50 and 10 p.c. revised list.
Wood, 25 per cent.

RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.
Globe File Co.'s rasps, 60 and 10 to 70 p.c.
Heller's Horse rasps, 50 to 50 and 5 p.c.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
Boker's 7 50 11 00
Wade & Butcher's 3 60 10 00
Theile & Quack's 7 00 12 00
Elliot's 4 00 18 00

REAPING HOOKS.

Discount, 50 and 10 per cent.

REGISTERS.

Discount, 40 per cent.

RIVETS AND BURRS.

Carriage, Section, Wagon Box Rivets, etc.,
60 p.c.
Black M. Rivets, 60 p.c.
Black and Tinned Rivets, 60 p.c.
Extras on Iron Rivets in 1-lb. cartons, 1/2
per lb.

Extras on Iron Rivets in 1/2-lb. cartons, 1c.
per lb.
Copper Rivets & Burrs, 35 p.c. dis., and
cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets in
1/2-lb. cartons, 1c. per lb.
Burrs, iron or steel, 55 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 37 1/2 per cent.

ROPE, ETC.

7-16 in. and larger, per lb. Sisal. Manila.
3/4 in. 9 1/2 13 1/2
1/2 in. 10 1/2 14 1/2
1/4 and 5-16 in. 12 15 1/2
Cotton base, 1/4-inch and
larger 14 1/2
Russia Deep Sea 15 1/2
Jute 8
Lath Yarn 9 1/2
New Zealand Rope 10 1/2

RULES.

Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS.

Mrs. Potts, No. 55, polished. 0 75
" No. 50, nickel-plated. 80
Usual rebate on 12 and 50 case lots.

SAND AND EMERY PAPER.

Dominion Flint Paper, 47 1/2 per cent.
B & A. sand, 40 and 2 1/2 per cent.
Emery, 40 per cent.

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand, Diston's, dis. 12 1/2 p.c.
S. & D. 40 per cent.
Crosscut, Diston's, per ft. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each. 0 75 2 75
" frame only. 0 75

SASH WEIGHTS.

Sectional, per 100 lbs. 3 25
Solid, 1 50

SASH CORD.

Per lb. 0 23 0 30

SAW SETS.

"Lincoln," per doz. 6 50

SCALES.

Gurney Scales, 45 p.c.
B. S. & M. Scales, 45 p.c.
Champion, 65 per cent.
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Chatillon Spring Balances, 10 p.c.

SCREW DRIVERS.

Sargent's, per doz. 0 65 1 00

SCREWS.

Wood, F. H., iron, and steel, 80 p.c.
Wood R. H., " dis. 75 p.c.
" F. H., brass, dis. 75 p.c.
Wood, R. H., " dis. 67 1/2 p.c.
" F. H., bronze, dis. 67 1/2 p.c.
" R. H., 62 1/2 p.c.

Drive Screws, 80 per cent.

Bench, wood, per doz. 3 25 4 00
" iron, 4 25 5 75

SCYTHES.

Discount, per doz, net. 9 00 15 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nickled, dis. 60 p.c.
Seymour's, dis. 50 and 10 p.c.
Heinisch, dis. 50 and 10 p.c.
Seymour or Heinisch tailor shears. 15 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent.

SNAPS.

Harness, German, dis. 25 p.c.
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

1 1/2 lb., per lb. 0 37
" lb. or over, per lb. 0 34

SQUARES.

Iron, No. 493, per doz. 2 40 2 55
" No. 494, 3 25 3 40
Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list
Try and bevel, dis. 50 to 52 1/2 p.c.

STAMPED WARE.

Plain, dis. 75 and 12 1/2 p.c. off revised list.
Retinned, dis., 75 p.c. off revised list.

STAPLES.

Galvanized 0 00 0 00
Plain 0 00 0 34
Coopers', discount 45 per cent.
Poultry netting staples, 40 per cent.

STOCKS AND DIES.

American dis. 25 p.c.

STONE.

Washita. 0 28 0 60
Hindustan. 0 06 0 67
" ship. 0 09 0 09
Labrador. 0 13
" Axe. 0 15
Turkey 0 50
Arkansas 0 00 1 50
Waters of Ayr. 0 00 0 10
Swathes, per gross 3 50 5 00
Grind, per ton 15 00 18 00

STOVE PIPES.

Nestable in crates of 25 lengths.

6 inch Per 100 lengths. 8 00
7 inch " 8 50

Stove Polish.

No. 4-3 dozen in case, net cash. \$4 80
No. 6-3 dozen in case, " 8 40

TACKS BRADS, ETC.

Strawberry box tacks, bulk. 75 1/2
Cheese-box tacks, blued. 80 1/2
Trunk tacks, black and tinned. 85
Carpet tacks, blued. 85
" " tinned. 85
" " (in kegs) 85
Cut tacks, blued, in dozens only. 85
" 1/4 weights. 85
Swedes, cut tacks, blued and tinned. 85
" In bulk. 85
" In dozens. 85
Swedes, upholsterers. 85
" brush, blued and tinned. 85
" gimp, blued and tinned. 85
Zinc tacks. 75 1/2
Leather carper. 55
Copper tacks. 50
Copper nail. 52 1/2

Enameline

Enameline

Enameline

Enameline

Enameline

Enameline

Enameline

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Enameline

STANDARD CHAIN CO.,

MANUFACTURERS
OF

CHAIN

PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

For Provinces of Ontario and Quebec.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For other Provinces.

Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 1)
Clout nails, blued and tinned.....	65 and 5
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk.....	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails.....	15
Zinc glazier's points.....	5
Double pointed tacks, papers.....	90 and
" " bulk	40

TAPE LINES.	
English, ass skin, per doz....	2 75 5 00
English, Patent Leather ...	5 50 9 75
Chesterman's each.....	0 90 2 85
" steel, each	0 80 8 00

THERMOMETERS	
Tin case and dairy, dis. 75 to 75 and 10 p.c.	

TRANSMO LIFTERS.	
Payson's per doz.....	2 60

TRAPS. (Steel.)	
Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.	
Disston's discount 10 per cent.	
German, per doz.....	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.	
Bag, Russian, per lb.....	0 21
Wrapping, mottled, per pack.	0 50 0 60
Wrapping, cotton, per lb	0 17 0 18
Mattress, per lb.....	0 33 0 45
Staging, "	0 27 0 35
Broom, "	0 30 0 55

VISES.	
Hand, per doz.....	4 00 6 00
Bench, parallel, each	2 00 4 50
Coach, each.....	6 00 7 00
Peter Wright's, per lb.....	0 12 0 13
Pipe, each.....	5 50 9 00
Saw, per doz	6 50 13 00

ENAMELLED WARE.	
White, Princess, Turquoise, Blue and White, discount 50 per cent.	
Diamond, Famous, Premier, 50 and 10 p.c.	
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.	

WIRE.	
Brass wire, 50 to 50 and 2½ per cent. off the list.	
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.	
Smooth Steel Wire, base, \$3.00 per 100 lb. List of extras: Nos. 2 to 5, d	

vance 7c. per 100 lb.—Nos. 6 to 9. base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.—
spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 15 per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
ing, 1c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95
No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15
No. 12, \$3.35—No. 13, \$3.45—No. 14,
\$4.50—No. 15, \$5.00—No. 16, \$5.25.

Clothes Line Wire, 19 gauge,
per 1,000 feet..... 3 30

WIRE FENCING.	
Galvanized, 4 barb, 2½ and 5 inches apart.....	Toronto 3 25
Galvanized, 2 barb, 4 and 6 inches apart.....	3 25
Galvanized, plain twist.....	3 25
Galvanized barb, f.o.b. Cleveland, \$2.95 in less than carlots, and \$3.05 in carlots. Terms, 60 days or 2 per cent. in 10 days.	
Ross braid truss cable	4 50

WIRE CLOTH.	
Painted Screen, per 100 sq. ft., net....	2 00
Terms, 4 months, May 1.; 3 p.c. off 30 days.	

WRENCHES.	
Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 70 to 25 p.c.	
Towers' Engineer, each.....	2 00 7 00
" S., per doz.....	5 80 6 00
G. & K's Pipe, per doz.....	3 40
Burrell's Pipe, each.....	3 00
Pocket, per doz.....	0 25 2 90

WRINGERS.	
Leader.....per doz.	\$60 00
Royal Canadian	58 00
Royal American	50 00
Discount, 45 per cent.; terms 4 months, or 3 p.c. 30 days.	

WROUGHT IRON WASHERS	
Canadian make, discount, 25 per cent	

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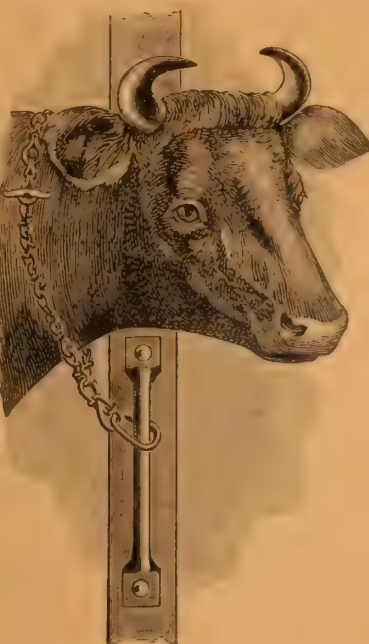
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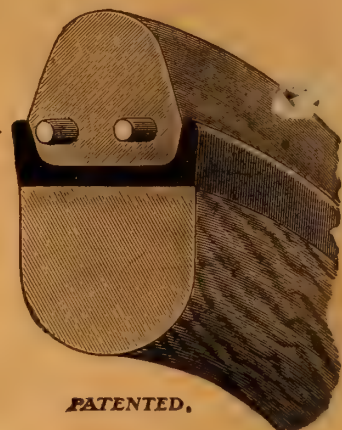
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VOL. XII.

MONTREAL AND TORONTO, SEPTEMBER 1, 1900.

NO. 35

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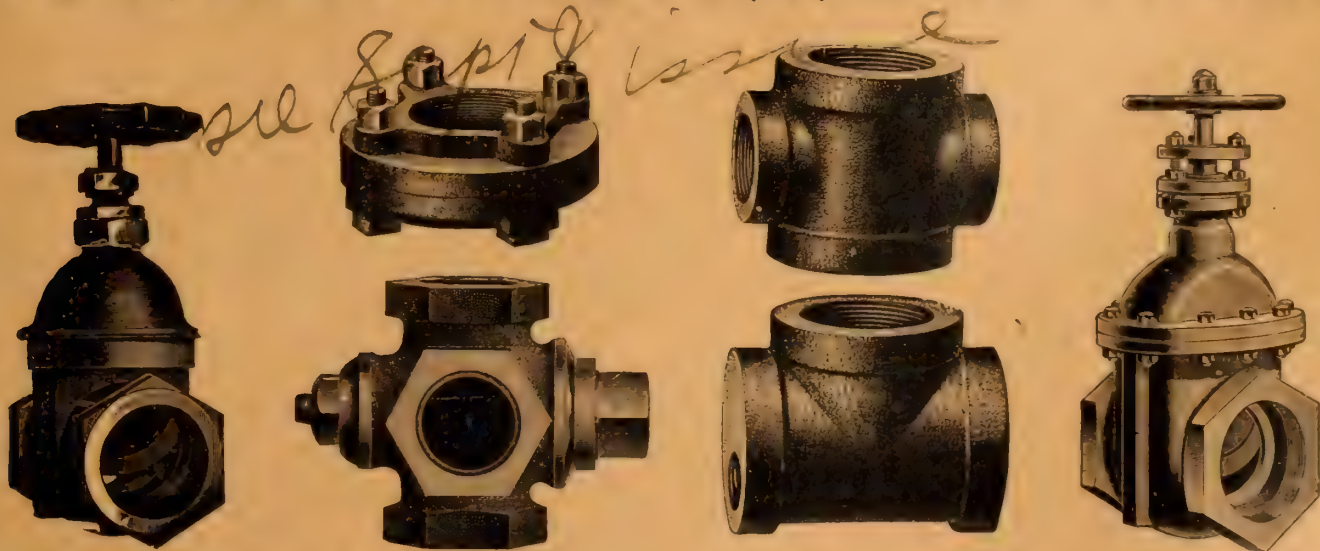


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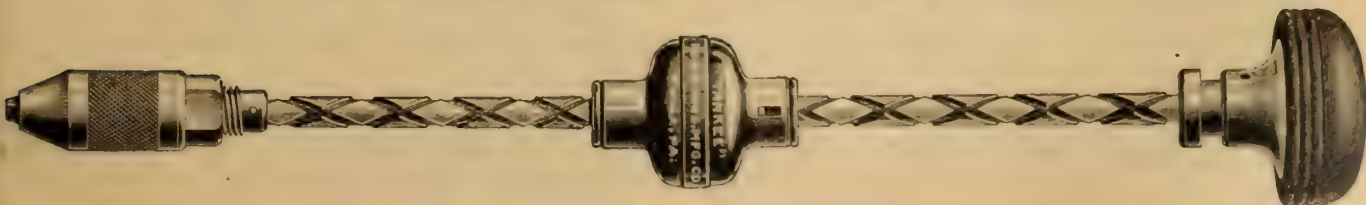
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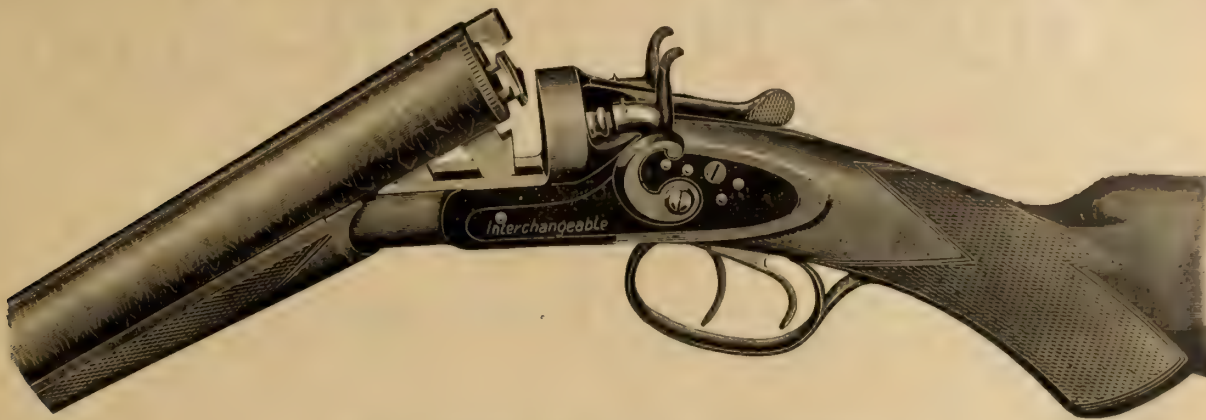
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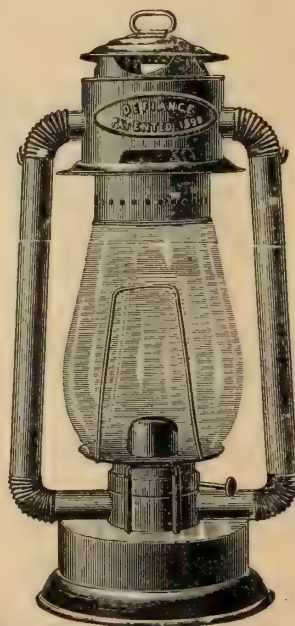
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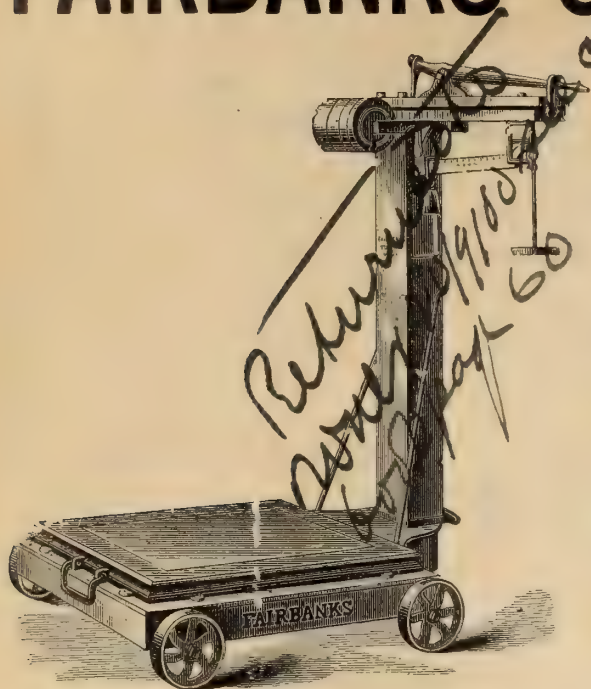
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HARDWARE AND METAL

VOL. II.

MONTREAL AND TORONTO, SEPTEMBER 1, 1900.

NO. 35

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

BRITISH HARDWARE EXPORTS TO CANADA.

ACCORDING to British official figures, there is a steady expansion in the exports of iron and hardware from Great Britain to Canada of such lines as this country largely goes to the Mother Country for.

The exports of unenumerated hardware to Canada during July were valued at £2,237, against £1,695 the same month last year, while for the seven months the figures were £16,723 and £11,145, respectively.

A few days ago the editor of **HARDWARE AND METAL**, while traveling, met the representative of an English cutlery house,

who said, in reply to an inquiry as to whether he found the Canadian preferential tariff of any benefit, "Oh, I should rather think so. We are experiencing a decided benefit. The preference of one-third allows us to get business we otherwise could not possibly get."

The British trade returns, which we have before us, corroborate the statement of the representative in question. These returns show that the value of the cutlery exported to Canada during July was £8,393, compared with £3,497 for the same month last year. The exports for the seven months ending July 31 were £36,241 in 1900, and £29,617 in 1899.

The exports of pig iron during the seven months increased by over 220 per cent., the quantity in 1899 being 2,252 tons, and in 1900, 7,209 tons. But, of course, the quantity of pig iron that Canada takes from Great Britain is small, and there is practically now no probability of its ever being what it once was, in view of the development of the domestic pig iron industry, to say nothing of the competition of the United States.

The exports of tinplates to Canada fell off quite materially during July, but the quantity for the seven months was 1,217 tons larger than for the same period last year, the figures being 10,224 and 9,007 tons respectively.

In galvanized sheets there was a falling off for both July and the seven month period, the figures for the latter period being 2,313 in 1899 and 1,779 in 1900.

Railroad iron Canada gets largely from the United States, but in July of last year

Great Britain exported more to this country than she did for the whole of the first seven months of the present year. During July, 1899, the quantity was 8,266 tons; during the seven months of this year it was 7,325 tons. For the seven months of last year the quantity was 12,785 tons.

GAMBLING BY CLERKS.

UNLESS one made a study of the gambling business of Montreal, one does not know what a great hold it has upon the youth and certain classes of the older people of the community. There is hardly a business man in the city but who has, if he knew it, one or more gambling clerks in his employ. And that the habit is injurious to any man's character is proven by the fact that if a Montreal employer knew his employe gambled he would dismiss him on the spot.

The fascination which gambling has for the young man who has dabbled in the game is indescribable. It fills his mind night and day, and in the daytime, at least, his mind should belong to his employer.

The idea of getting something for nothing lowers his idea of the value of money and of the use of it. If it does not drive him into a criminal life, it will at least make him imagine he can earn a living without work, and that he has a perfect right to do so. The last thing gambling can do is to increase one's desire to earn an honest living.

For these reasons, the business community of Montreal would be well rid of the bane. It does evil by robbing people of their honest wages, but its killing influence upon character is a far more objectionable feature.

OUR TRADE WITH THE BRITISH WEST INDIES.

AMONG the subjects discussed at the recent convention of the Board of Trade of the Maritime Provinces, none excited more general interest than that of the West Indian trade question. This is only what might be expected. Every part of the Dominion should be, if it is not, interested in the West Indian trade, but, as the Maritime Provinces are at present more directly interested than any other part of the Dominion, it would seem rather anomalous for an organization like the Maritime Board of Trade to meet without giving consideration to a subject of so much importance.

It is true the trade between Canada and the British West Indies is small, but fortunately the business men of the Maritime Provinces do not regulate their interest or their effort in that trade by what it is today. It is the possibilities that excite their interest and stimulate their effort.

Of the export trade with the British West Indies over 80 per cent. is from the Maritime Provinces, and of the aggregate trade (imports and exports) over 71 per cent. is credited to the Provinces down by the sea.

The aggregate value of the trade of the Dominion with the British West Indies during the fiscal year 1899 was \$2,660,146, of which \$907,895 was imports, and \$1,752,251 exports. While this is an increase over the two preceding years, it is not as large as it was in 1896 or in 1895. The following table gives the aggregate trade during alternate years for the past five years :

AGGREGATE TRADE WITH BRITISH WEST INDIES.			
	1895.	1897.	1899.
Imports	\$1,239,679	\$1,069,043	\$ 907,895
Exports	1,857,017	1,445,449	1,752,251
	\$3,096,646	\$2,514,192	\$2,201,943

Although, in the figures merely giving the total trade, there may be no food for satisfaction, at least a grain of satisfaction can be obtained when we come to analyze the more detailed statement dealing with the exports. Take for example the figures relating to grain, flour, butter, cheese, bacon and hams, soap, spirits and wines, lumber, household furniture and carriages. These may not afford a great deal of consolation, but they certainly should some. At any rate they should encourage us. Of course,

the most unsatisfactory feature of the export trade is the decline in the shipments of fish.

The following are, in quantities, the chief items of export from Canada to the British West Indies during each alternate year of the past five :

EXPORTS TO BRITISH WEST INDIES.			
	1895.	1897.	1899.
Horned cattle.....No.	39	56	111
Horses.....No.	453	264	163
Sheep.....No.	811	443	2,340
Grain.....Bush.	340,406	296,394	593,353
Flour.....Bbls.	3,561	199	21,893
Coal.....Tons	7,547	5,081	6,216
Codfish, etc.....Cwt.	234,478	215,638	190,214
Mackerel, pickled.....Bbls.	1,939	2,238	1,209
Herrings.....Bbls.	41,180	40,535	27,536
" smoked.....Lb.	75,432	508,206	501,277
Sea fish, pickled.....Bbls.	10,286	7,333	13,613
Hay.....Tons	1,445	1,001	1,223
Butter.....Lb.	62,256	69,233	202,459
Cheese.....Lb.	104,462	73,627	141,118
Bacon and Hams.....Lb.	5,101	6,758	9,657
Pork.....Lb.	93,614	102,50	77,035
Soap.....Lb.	2,093	740	281,790
Spirits and wines.....Gals.	2,517	1,365	3,395
Sugar.....Lb.	259,379	237,568	1,144
Tobacco.....Lb.	37,618	21,423	11,034
Potatoes.....Bush.	134,311	108,295	102,440
Planks and boards.....M. Ft.	18,810	10,720	14,977
Shingles.....M.	10,989	10,925	24,181
Shooks, box and other.....	\$16,500	\$19,172	\$16,67
Household furniture.....	1,708	1,70	3,881
All other wood and mnfrs. of.....	7,414	8,413	6,193
Wool and manufactures of.....	1,276	1,243	304
Books.....	769	4,037	7,064
Carriages.....	11,378	11,711	16,797
Cardage, etc.....	954	1,739	2,809
Cotton and manufactures of.....	3,614	264	272
Drugs, dyes, etc.....	22,226	24,934	15,732
Boots and shoes.....	13,171	15,038	11,216

But, if we are to sell more goods to the people of the British West Indies we must also buy more goods from them. Trade between nations cannot be one-sided and be permanent. Were it not for the countervailing duty which the United States puts upon European bounty-fed sugar, which accords West Indian cane sugar a greater preference than the Canadian preferential tariff, the aggregate of our purchases from the Islands during the past year or two would undoubtedly have been larger than they have been. But, as was pointed out by one authority at the recent convention of the Maritime Board of Trade, the United States countervailing duty on European beet sugar has depressed the price of the latter commodity, with the result that the Canadian refineries are going to Europe instead of to the West Indies for their raw product.

Aside altogether from the influence of the countervailing duties, the United States, with her larger market and better steamship service, has had a decided advantage over this country in regard to the British West Indian trade. But they have now no longer the advantage in the way of steamship service that they had, for we are told that the service running out of Halifax and St. John is equal to that out of New York. In population, we are still, of course, a great distance behind

the United States, but we are growing, and, with the improbability of the United States Congress ever ratifying the pending reciprocity treaties, the West Indies are naturally setting a higher value on the Canadian market than they otherwise would.

At present, the United States imports over \$14,000,000 worth of merchandise from the British West Indies, and exports thereto nearly \$9,000,000 worth.

We cannot hope to equal the United States for many years to come, but the more judicious effort we make the more rapidly will our trade with the British West Indies develop.

STOVE CONSOLIDATION SCHEME.

A DESPATCH from New York has gone the round of the press during the past few days announcing that "a movement is on foot to consolidate the leading stove manufacturing concerns in Canada."

This is the same movement which has been referred to several times by **HARDWARE AND METAL** during the past 12 months.

From what can be gathered from a well-informed source it is not altogether certain that the consolidation will be carried out, at any rate on the scale originally intended.

The promoters are meeting with the same difficulty as the promoters of a good many other consolidation schemes in other countries. Capital is not coming forward very freely. Then, one manufacturer, and it is said to be one of the largest in the scheme, has given, or intends to give, notice of withdrawal of the option which had been given on his plant and business. One of the terms under which the options were given was that they could be withdrawn after 30 days' notice.

The promoters have so far obtained options on the plants of most of the stove-makers in Hamilton, London, Brockville, Woodstock, Brantford, Preston, Weston and Carleton Place. The consolidation scheme, it will be noticed, only embraces cities and towns in Ontario. No options appear to have been obtained on any plants in Toronto. And it is well known that the largest manufacturer in that city refused to give one.

THE MANUFACTURERS' ASSOCIATION IS AWAKE.

THE convention of manufacturers which is being held this week in Toronto is the outcome of the new life and energy which the Canadian Manufacturers' Association has developed during the last six months.

For some years the association had been in little better than a state of coma, but, with the beginning of the New Year, it suddenly awoke. And to-day it is as wide-awake and as aggressive an institution as one could desire.

About six months ago, its membership was only about 132; to day, it is 342, and is steadily growing.

But the life of the association is not merely reflected in its growth of membership. That is a most important feature, but, to our mind, the best evidence of its life and increased energy is to be seen in the efforts on behalf of the manufacturing industries of this country.

The discriminating freight rates on coal oil which the Grand Trunk and Canadian Pacific railways had established in favor of the Oil Trust and against the independent companies was a question which the Manufacturers' Association early grappled with, and grappled with in a vigorous manner. In part, at least, through the influence it brought to bear on the Dominion Government an Order-in-Council was passed instructing the railways to discontinue the discriminating rates.

For a time the railways continued the objectionable rates. Then the Manufacturers' Association again interested itself in the matter and urged the Government to enforce its Order-in-Council. With this request the Government stated it could not comply. If the Order-in-Council was not obeyed it was the duty of one or more of those who were affected thereby, and not the Government, to bring the railways into court. Against this position the Canadian Manufacturers' Association took a decided stand, holding that it was a strange thing indeed if the Government could not enforce its own Order-in-Council. Eventually, however, the railways put into effect the Order-in-Council without the matter being brought into the courts. What impelled them at last to do

this can only be conjectured. But most people will rightly think that the impertunity of the Canadian Manufacturers' Association had something to do with it.

The arbitrary regulation put into force by the railway companies a few months ago regarding shipment of merchandise at owner's risk has been given a great deal of attention by the association. So far its efforts have not been successful, but it is certainly entitled to some credit for what it has tried to do.

One thing the association has accomplished, for which it certainly deserves a great deal of credit, is in regard to improved methods of issuing the monthly trade returns of the Dominion. For a long time reform along this line has been urged by *HARDWARE AND METAL* and other newspapers. A few months ago the Manufacturers' Association took a live interest in the matter and submitted a plan which the Department of Customs has adopted. No returns have yet been issued under the new system, but the returns for July, which will appear in the new form, are now in the hands of the printer.

Prompter settlement of claims by shippers against the railways and technical education are among the subjects in which the association is at present taking a lively interest.

The association may make mistakes, but, as long as it perseveres as it is now doing, it cannot but be helpful in advancing the commercial interests generally of the Dominion, as well as the interests of that branch of industry in whose welfare it is more directly concerned.

While a man is wasting time he is allowing opportunities to slip by him.

GALVANIZED WIRE 10% LOWER.

THE price of plain galvanized, galvanized barb and plain twist wire has been reduced 10c. per 100 lb. in the United States, notice to that effect having within the last few days been received by importers in Canada.

So far, no change has been made in prices by jobbers in Canada, but it is probably only a matter of a few days before

they will do so. While the demand is so light as it is, however, it does not make much difference what the price is in this country.

The letters sent out by the United States manufacturers announcing the decline, also informed the trade that the new prices will remain steady for a considerable time.

An exchange says that one cannot breathe at a greater height than seven miles from the earth. That's not so bad, when it is remembered that one cannot breathe even seven inches below the earth.

PRICE OF STOVES IN CANADA AND IN THE UNITED STATES.

STOVES are from 10 to 15 per cent. cheaper in Canada than they are in the United States. This was ascertained a few days ago when the representatives of two stove manufacturing firms in the United States met with the manager of one of the largest manufacturers in Canada, and carefully, in the warehouse of the latter, compared prices.

A comparison between the prices of stoves of United States and of Canadian manufacture is made somewhat easy by the fact that the manufacturers in both countries make probably about one-half their stoves from the same patterns.

There are in the United States large firms which do nothing but originate and make new patterns for stoves. A pattern for a new line of stoves costs from \$2,000 to \$3,000 as a rule. A duplicate pattern of the same can naturally be made at a much lower figure than the original one. This duplicate is frequently offered to one or more stove-makers in Canada, who, it is estimated, get about one-half of their supply of patterns in this way. What is termed a line of stoves usually consists of three different sizes.

The fact that the price of stoves in Canada is 10 per cent. lower than in the United States may be taken as fairly good evidence that the manufacturers in this country have not been immoderate in the advances which they made last year, particularly when we remember that wages are up 10 per cent., without taking consideration increased cost of raw materials.

Duty doing, like a submerged cork, is bound to come to the top.

THE WAGES OF DEBTORS.

THE following is an extract from an address delivered recently by W. C. Sprague before the Mercantile Association of Michigan in session at Detroit:

"I myself have always inclined to the opinion that the law should be so constructed that a certain percentage of a man's wages should be exempt to him. If a percentage is determined upon, this will enable the creditor in every case to realize something. Let us suppose that

50 PER CENT. OF A MAN'S WAGES

are allowed to be exempt. This will allow the creditor who brings the garnishee process in time to catch wages, and before they are paid, to get something for the pains every time. If a man's wages are \$10 a week, the creditor will get \$5; if they are \$25 a week, the creditor will get \$12.50. It matters not how little or how much the debtor may earn, he will always be certain that 50 per cent. of it is exempt to himself, and his creditor will always be sure that 50 per cent. of the wages are subject to the process of court. I submit to you the advisability of constructing a law on the percentage basis.

"I think we will all agree that

PUBLIC POLICY

requires that enough of a man's wages be exempt to prevent his becoming a public charge, and further, that with the cheapening of commodities that has been going on in recent years the present law is over-generous to the debtor and requires amendment.

"I am of the opinion that the entire exemption law needs to be overhauled. This law has been on the statute books for many years. Times and conditions have changed, and what was once equitable remains so no longer. Under the exemption law of this State I can as a lawyer so advise a man that he can be worth almost any sum of money and yet be in position to resist his creditors successfully.

"In the first place, he is entitled to real estate to the value of \$1,500. He is entitled to

PERSONAL PROPERTY TO ALMOST ANY SUM that you may name. For instance, he himself and every member of his family is entitled to all wearing apparel, free from exemption. It matters not whether the wearing apparel be homespun or sealskin, whether it be calico or silk. There is no limit to the amount which a man may put on the back of himself, his wife and his children. They may dress in broadcloth, satins and laces, and drive by your establishment behind an exempt pair of horses, and owe you for the dinner they have eaten,

without fear of the loss of any of this finery by reason thereof.

"The debtor may sit down in a library to the value of \$150, and with books at their present price this library may extend from floor to ceiling on all four walls, much to the

GRATIFICATION OF HIS MENTAL VISION

and to your discomfiture.

"All family portraits are exempt, no matter what their cost or value. The spinning wheels, weaving looms, the stoves, no matter how expensive and valuable, and the sewing machine—and, mark you, but one, for this is a later amendment to the law, and hence not so liberal—are free from your process. A seat, a pew or a slip in church—but only, remember, such as is occupied by the person and his family—is exempt. All arms and accoutrements kept by the person are exempt—probably that he may the better resist the onslaught of the creditors.

"To each householder is also allowed 10 sheep, with their fleeces and the yarn or cloth manufactured from the same, two cows, five swine, and provisions and fuel for the comfortable subsistence of such householder or family for six months.

ALL HOUSEHOLD GOODS,

furniture and utensils up to \$250 in value are exempt, and most of us know that, with the cheapening of commodities of recent years, this is a liberal allowance for a man who will not pay his debts.

"The tools, implements, materials, stock, apparatus, team, vehicle, harness, horses or other things to enable a man to carry on his profession, trade, occupation or business, not to exceed \$250, are his, free from the operation of the law.

"Sufficient hay, grain, etc., to keep for six months the animals mentioned are also exempt.

SOME RIDICULOUS EXEMPTIONS.

"It will be seen, therefore, that, with wages almost wholly exempt under the provisions of the law as it now stands, allowing a man to draw from \$1,400 to \$1,600 per year salary, and with clothing for himself and family to any limit of expense; with an elegant library; with sufficient tools and implements to conduct his business; the house and lot free from creditors; with sheep and cows and swine, and provisions for six months for same, a man may live in reasonable comfort in this land of ours without the necessity of paying his debts.

"I would suggest, at least, a limitation on the value of the wearing apparel, a closer limitation on the library and school books, a closer limitation on the amount of house-

hold goods, a closer limitation on stock, implements and apparatus, all of which will tend, when coupled with a more equitable garnishment law reaching wages, to give the merchant a better opportunity to protect himself, without any serious injury to the public good."

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ODIAS CARTIER, general merchant, Lambton, Que., has assigned. A meeting of his creditors has been called for August 31.

Assignment has been demanded of Arthur Vaillancourt, general merchant, St. Julienne, Que.

Eugene Moreau, general merchant, Becancour, Que., has compromised at 25c. on the dollar, cash.

V. E. Paradis has been appointed curator of Jules Cote, general merchant, Lac Bouchette, Que.

Fred. O. Landon, tinsmith, Sydenham, Ont., has assigned to George Y. Chown, Kingston, Ont.

V. E. Paradis has been appointed curator of A. R. Hudon & Co., general merchants, Hebertville, Que.

A. Dion, general merchant, Lambton, Que., has assigned. A meeting to appoint a curator will be held on September 5.

Chattel mortgage on the stock of C. R. Gordon, general merchant, Manitou, Man., held by Codville & Co., has been foreclosed.

Herbert E. Hatch, general merchant, Glendale, Man., has assigned to H. V. Fieldhouse, Neepawa, Man. A meeting of his creditors will be held on August 31.

Joseph Pelletier, general merchant, St. Samuel de Gayhurst, Que., has assigned to V. E. Paradis, and a meeting to appoint a curator has been called for September 5.

PARTNERSHIPS FORMED AND DISSOLVED.

Estabrooks & Burpee, general merchants, Upper Gagetown, N.B., have dissolved. H. A. Estabrooks continues.

Thomas Gurd, general merchant, Bothwell, Ont., has admitted J. J. Mahan under the style of Gurd & Mahan.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

Dow & Crandall, blacksmiths, Sutton, Que., have dissolved.

Marchand & Brazeau, blacksmiths, etc., Montreal, have registered partnership.

Rivet & Brazeau, blacksmiths and carriagemakers, Montreal, have dissolved.

Johnston & Thompson, tinsmiths, Danville, Que., have registered partnership.

Moxley & Drake, tinsmiths, Rapid City, Man., have dissolved. Joseph Moxley continues.

Law & Dickson, blacksmiths, Rosebank, Man., have dissolved. James Dickson continues.

Thos. Steele, general merchant, Ridgetown, Ont., has admitted James A. Dart under the style of Steele & Dart.

Ross & Burton, general merchants, Copper Cliff, Ont., have sold out. D. C. Burton will continue the business in his own name.

New partnership has been registered by Joseph B. Balfour and George A. Eastman under the style of The Balfour Implement Co., Winnipeg.

Fuller Bros., general merchants, Arkona, Ont., have dissolved. Thos. H. Fuller has retired and W. J. Fuller has been admitted under unchanged style.

SALES MADE AND PENDING.

The stock of J. E. Poitras, general merchant, St. Jerome, Que., has been sold.

B. W. Dunett, general merchant, etc., Pakenham, Ont., has sold out his stock.

O. B. Koenig, general merchant, Lucknow, Ont., is advertising his business for sale.

George Kernahan, general merchant, Thedford, Ont., is advertising his business for sale.

McQueen & Co., tinware dealers, Port Dover, Ont., are advertising their business for sale.

The stock of Mrs. Francois Dumas, hardware dealer, Quebec, has been sold at 52c. on the dollar.

Henry Gladwin, sash and door manufacturer, Windsor Junction, N.S., is offering his plant and mill for sale.

Wm. Hughes, dealer in harness, implements and carriages, Marmora, Ont., is advertising his business for sale.

The McCready-Armstrong Cycle Co., sporting goods dealers, Winnipeg, are selling out with the intention of retiring from business.

CHANGES.

W. W. Southin, general merchant, Ladysmith, B.C., is giving up business.

W. H. Guild, general merchant, Lower Stewiack, N.S., is giving up business.

C. J. Upton, general merchant, Watford, Ont., has been succeeded by Goodhand & Miller.

Thomas Parkinson, general merchant,



*To Sherwin Williams
Montreal 31-7701*

A Dip of Paint

isn't enough to show whether a paint is good or bad. Time is the test that brings out the truth of paint claims.
 If a paint covers well on the side of a house; if it brushes out easily and smoothly; if it wears well and withstands the elements—it's good paint.
 But you can't ask your customers to make a test of that kind and run the risk of their finding the paint worthless. You'd lose their trade and their influence.
 The thing to do is to sell them a paint that others have tested in this way for years and that has proved itself invariably good.
THE SHERWIN-WILLIAMS PAINT
 is such a paint.




THE SHERWIN-WILLIAMS CO.
 PAINT AND VARNISH MAKERS.



CLEVELAND.
CHICAGO.
NEW YORK.
MONTREAL.
BOSTON.
TORONTO.
SAN FRANCISCO.
KANSAS CITY.

Thedford, Ont., has sold out to W. C. Tudor.

Donald Ferguson, carriagemaker, Miami, Man., has retired from business.

Rockett & Co., harness dealers, Deloraine, Man., has sold out to T. G. Oddie.

Douglas & Falconer, general merchants, Lorway Mines, N.S., have sold out to J. McInnis.

Walter E. Smith, dealer in agricultural implements, Dutton, Ont., is removing to London, Ont.

James Rodman & Son, blacksmiths, Morris, Man., have been succeeded by Alex. Rodman.

P. H. Boughner, general merchant, Mapleton, Ont., has sold out to D. D. Yorke, of Harrietsville.

FIRES.

J. Boutin, sawmiller, St. Julie de Somerset, Que., has been burned out.

Joseph Warren, sawmiller, East Branch St. Nicholas River, N.B., has been burned out; no insurance.

DAIRY MACHINERY WINS AWARDS.

R. A. Lister & Co., Limited, dairy machinery manufacturers, Dursley, Gloucestershire, Eng., have just received a handsome diploma and medal, awarded to them for the excellence of their dairy machinery at last year's exhibition held at St. Petersburg, Russia.

STEEL TRADE IN SHEFFIELD.

The prolongation of the holiday stoppage at many of the local steel and iron works for the whole of the present week, instead of the customary two days, shows that the trades mentioned are being seriously handicapped by the high prices of fuel. It is many years since so little steel was produced in a week as has been the case during the past seven days. Amongst those who shut down for the full period are several of the largest concerns in the city. The cessation is even longer in cases where stock is being taken. The object of the stoppage is, of course, to restrict the consumption of fuel as far as possible, in the hope thereby of forcing concessions in prices, but the mere possibility of the step proves that there must have been a great falling off of business. The chances of the move proving effectual are, however, rather remote, because so little fuel has been raised during the week. The miners took a longer holiday than usual, and as many feasts and wakes will occur in the mining districts during the next fortnight there cannot be a very heavy output from the pits for some weeks to come. Prices of coal and coke for manufacturing purposes continue firm, but coke is more easily procurable than it was a month ago, when works were frequently in danger of being stopped for want of this class of fuel.
—Ironmonger, August 11.

TRADING STAMPS OUTLAWED.

A LAW which goes into effect in New York on September 1 renders trading stamps illegal and prevents their use. Such a law has long been in force in Massachusetts. In Connecticut and Rhode Island, the merchants haven't succeeded in getting legal protection. The statute is too late to do much good, but it will answer for a funeral sermon. The trading-stamp scheme, which grew up over night and flourished like a green bay tree for a while, is rapidly becoming a subject for the obituary. In Connecticut, it is already practically extinct, says The Hartford Post, and during the past year its descent of the toboggan slide of popular disfavor has been rapid. The device looks plausible at first blush, but experience shows that in the long run it doesn't produce a tithe of the net results of systematic newspaper advertising. The trading stamp was a costly experiment.

At the session of the Connecticut General Assembly last year a bill outlawing trading stamps and similar coupon schemes was introduced. Petitions from merchants in various parts of the State backed up the proposition. The judiciary committee recommended the rejection of the original bill and the passage of a substitute. The substitute measure found favor in the House, but ran into a morgue in the Senate. The combined opposition of the trading stamp companies defeated the bill. Thereupon merchants' associations in several parts of the State showed what could be accomplished without law, and they entered into a voluntary agreement to discontinue the use of the stamps. Not far hence is the day when the use of trading coupons will be a reminiscence and nothing else.—New England Grocer.

A GODERICH HARDWAREMAN.

M. W. Howell, of McKenzie & Howell, wholesale and retail hardware merchants, Goderich, Ont., gave **HARDWARE AND METAL** a pleasant call while in Montreal on Thursday. Mr. Howell was paying the historic city a little visit on his return from Quebec, where he has spent a few interesting holidays. While on pleasure bent, he did not entirely forget business interests, but visited the various warehouses of the city, and made some purchases for the fall trade.

THE GURNEY COMPANY "AT HOME."

The Gurney Foundry Co., Limited, are again "At Home" to their customers who may be in Toronto during the Industrial Exhibition. They have fitted up a reception room in cozy, comfortable style, and are serving each afternoon refreshments to many of their friends from far and near. Needless to say, their enterprise and

thoughtfulness has won for them many words of praise as well as congratulations on the success of their service.

ANOTHER GOLD MEDAL FOR CANADA.

Still another manufacturing firm in Canada has been notified that it has won a

gold medal at the Paris Exposition. The lucky firm this time is The McClary Manufacturing Co., Limited, London, Ont., and the firm has secured it for its display of stoves, ranges and enameled ware.

The Walkerton, Ont., Binder Twine Co., Limited, has been incorporated.

THE FINEST SINGLE GUN**The New Model Ejector Single Gun**

ENTIRELY NEW PRINCIPLE. NO TOP OR TOP ACTION.

ABSOLUTELY SAFE.

SOLD BY LEADING JOBBERS.

SEND FOR CATALOGUE.

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—304 Main St.

FITCHBURG, Mass.

**COME
IN**

and see us during your visit to the Exhibition. We want to show you the variety in the styles and sizes of

**BOECKH'S
BRUSHES.**

It will pay you to become acquainted with some of our new lines, which you may be asked for at any time, and then you will be prepared to supply the article wanted on short notice.



80 York
Street,
TORONTO

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY.

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE.

IF YOU VISIT TORONTO CALL AND SEE OUR SAMPLE-ROOM.
MANY IN THE TRADE TELL US "IT IS THE BEST SAMPLE-ROOM IN CANADA."

Winchester
Repeating
Rifles
and
Shot Guns

Marlin
Repeating
Rifles

Stevens'
Single-Shot
Target and
Sporting
Rifles

Winchester
and
Lyman
Sights

Gun
Implements

Gun and
Cartridge
Bags
etc.



H. Pieper's
Breech-
Loading
Guns

Air Rifles

Flobert
Rifles

Revolvers

Ammunition
Loaded
Shells
Shot
Wads
and Caps

"Dead Shot"
Black
Powder

Schultze
Smokeless
Powder

Canadian
Sporting
Powder
etc.



FRONT HALF VIEW OF SAMPLE-ROOM.

H. S. HOWLAND, SONS & CO., Toronto.

Graham Wire and Cut Nails are the Best.

WE SHIP
PROMPTLY.

OUR PRICES
ARE RIGHT.

AN EMPLOYER'S KINDNESS.

ON Saturday afternoon Lieut.-Col. Gartshore, vice-president of The McClary Manufacturing Co., Limited, London, Ont., entertained more than 800 of his employes and their friends at Beechwood, his residence in South London. The day had been looked forward to by the employes of the company for some weeks, but happy as was the time that they had pictured to themselves, it exceeded their anticipations. Col. Gartshore proved himself to be a host par excellence, and by his never-failing efforts to assure the happiness of all his guests, he cemented still more strongly the good feeling that exists between the management and the employes of his company.

In order that the various events on the programme might be of the best character possible, he left the arrangement of details to the heads of departments. The result was a series of events that were original and exceedingly amusing. During the afternoon the beautiful grounds that surround the house were thrown open, and the guests were all free to enjoy themselves in any way they desired. The pleasure of the outing was still further enhanced by the music that was discoursed by the band of the 26th Regiment. When the sports were concluded the company repaired to the lawn in front of the residence, where a dainty luncheon was served. Before dispersing three hearty cheers were given for the host. The events and winners were as follows:

Tub race—W. Bonser.
Obstacle race—C. Hogg.
Necktie race—Miss Tucker.
Tilting the ring—T. Hogg and G. Tapp.
Steeplechase—W. Gibbons.
Egg and spoon race—Miss Merritt.
Tug-of-war—Foundry department.
Thread and needle race—Mrs. Mapletoft.
Jockey race—Pierce and Gibbons.
Smoking race—E. Leitch.
Clothespeg race—Miss Richards.
Leapfrog—Gibbons, Pierce and Pugsley.
Best comic song—E. Burke.

The judges were L. Stevely, Rey. Mr. Stuart and G. C. Gunn.

HE COULD NOT REMEMBER NAMES.

A clerk in a Toronto retail store tells the following story at his own expense: "It has always been difficult for me to remember the names of customers. I could remember their faces, but with regard to their names it was quite different. At last I hit upon the following plan: When a customer ordered goods which were to be delivered, I would ask, as I stood with pencil and paper in hand, in the event of not being able to remember the name, 'let me see, how is it you spell your name?' Then when the name would be spelled to me I would remark, 'why yes, of course.' This worked

all right until one day I asked a customer to spell her name, and she in a snappish manner replied: 'Why S-m-i-t-h, what other way do you expect I would spell it?' That settled my scheme. I never now ask people how they spell their names."

"THE RED CROSS SIGNAL."

THE accompanying cut shows a medium-priced base burner manufactured by The McClary Manufacturing Co., Limited, namely, "Red Cross Signal." By the cut it will be noticed the dress has been



changed considerably since former years making a great improvement and more attractive. The double-heating attachment has also been added to the largest size, both with parlor and oven. The McClary Manufacturing Co. make the "Red Cross Signal" in three sizes, two of them being parlor and one with oven. The agents for the company will do well to procure a sample of this stove for their floor as they are quite attractive.

The Hamilton Smelting Works have been closed down in order that the furnaces may be relined, and the close-down may last six or eight weeks.

A NEW SHERBROOKE FIRM.

As formerly announced, J. F. Kerr, dealer in general hardware and crockery, Sherbrooke, Que., and A. H. Foss, of the same line, have amalgamated their business under the style and firm of Kerr & Foss, purchasing the property occupied by Mr. Kerr. They will remain in the old stand, 81 Wellington street, as they intend building in the near future.

These two men were employed for upwards of eight years together with the late firm of Lucke & Mitchell. They are

well and favorably known in that vicinity as progressive business men.

RICHARD WORTH RETIRING.

Mr. Richard Worth, hardware merchant, Bowmanville, who, for the past 14 years, has had a successful career in business, has sold his business to Rice & Co., and now retires to enjoy the fruits of his labor.

Mr. Rice, the head of the new firm, has, for the past 10 years, been in Mr. Worth's employ, is an active and pushing young man, and may be relied on to keep his business to the front.

**Hardware and Metal
will move into its splendid
new home this week,
at No. 10 Front St. East,
Toronto, a few steps
from its old address.**

This move has become requisite in order to secure larger premises for the accommodation of our rapidly increasing staff and the additions made to our plant, rendered necessary by the increase in size and circulation of all our publications.

We will be pleased to have our friends call upon us when they are in to the Fair, or in the city at any time, and make our offices their headquarters. They may receive their mail matter here if they wish.

THE MacLEAN PUBLISHING CO., Limited.

MONTREAL--Board of Trade.

TORONTO--10 Front St. East.

WINNIPEG--391 Main St.

St. JOHN, N.B.--3 Market Wharf.

LONDON, ENG.--109 Fleet St.

NEW YORK, U.S.A.--150 Nassau St.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, August 31, 1900.

HARDWARE.

MUCH as we would like, we cannot conceal the fact that trade in heavy hardware is decidedly dull. Wire, nails, and metals are not moving in even fair quantities and the rolling mills are complaining of lack of inquiry. There is no doubt that customers are refraining from buying till the outlook for the fall trade becomes more clearly defined. The stocks throughout the country are by no means light, and retailers are not in absolute need of goods. Barb wire is so dull that it declined 10c. on the base during the week, and some look for further reductions. Galvanized wire has also been reduced 10c. On account of the decline in bar iron this week, it is generally agreed that cut nails cannot maintain their present level; demand is slow and this may also bring the price down. Shelf goods are selling in fair quantities; axes, saws, hammers, building tools, sporting goods, cutlery, screws, bolts and nuts are the principal objects of

attention. There is little doing in horse-shoes, while spades and shovels are being disposed of in fair quantities. Travelers say that an improvement in trade may be looked for next week, which is the first week in September, for, by leaving their orders off a week, merchants can thus gain a month's credit.

BARB WIRE—Demand for barb wire is very slack, and prices have been reduced. We quote the base at \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—Business is slow, and prices show a decline of 10c. We quote: Nos. 4 and 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4.00; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

SMOOTH WIRE—There has been no change in smooth wire. The price is still on a \$3 per 100 lb. base. Business is slow.

FINE STEEL WIRE—Featureless. The discount is 15 per cent. off the list.

BRASS AND COPPER WIRE—There is little

doing in these lines and there has been no change. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—The demand is extremely limited. The price is \$3.45 per keg of 100 lb.

WIRE NAILS—Trade is dull and very little has been done this week. We quote \$3.10 for small lots and \$3 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—The demand shows no improvement, and the feeling is becoming easy on account of declines in bar iron. We quote \$2.60 for small and \$2.50 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—Only a few small lots are selling. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow shoes, No.

Gold Medal

PARIS EXPOSITION 1900.

The McClary Mfg. Co. were awarded the "Gold Medal" at the Paris Exposition 1900, for their exhibit of

Stoves and Enamelled Wares.

Dealers always handle the best wares.

Here is a proof of our superiority.

Industrial Fair

Toronto, 27th Aug. to 8th Sept. 1900.

All visitors at the Industrial Fair are cordially invited to call at the warerooms of

The McClary Mfg. Co.

14, 16, 18 Bay St., - TORONTO,

where the officers and travellers will be in attendance.

THE McCLARY MFG. CO.

LONDON,

TORONTO,

MONTREAL,

WINNIPEG

AND

VANCOUVER

American Sheet Steel Company
Battery Park Building
New York

Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized

W. Dewees Wood Company's
Planished Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

. . FULL STOCK . .

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.85; No. 1 and smaller, \$4.10; feather-weight, all sizes, \$5.10; toe weight steel shoes, all sizes, \$6.20 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—Some fair lots have been sold during the week. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 1/2 per cent.

BOLTS—A moderate trade has been done in bolts this week. Discounts are: Carriage bolts, 5-16 and under, 60 per cent.; 3/8 and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 75 per cent.; square nuts, 4c. per lb. off list; hexagon nuts, 4 1/2 c. per lb. off list; bolt ends, 65 per cent.; blank bolts, 60 per cent.; plough bolts, 55 per cent.; Norway bolts, square, 65 per cent.; tire bolts, 67 1/2 per cent.; stove bolts, 67 1/2 per cent.

COTTERPINS—All sizes but 3/8 in. wire, 80 per cent. off, and 3/8 in. wire, 70 per cent. off.

RIVETS—This is one of the lines in which trade is being done. Some orders of good size have been filled during the last few days. We quote discounts as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 per cent. off; swedes iron burrs, 55 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 60 per cent. off.

CORDAGE—Trade is not at all active. The base prices are unchanged at 14c. for manila, and 9 3/4 c. for sisal.

SPADES AND SHOVELS—These articles are selling well. The discounts continue at 40 and 5 per cent.

TACKS—A fair trade is doing. As base prices we quote as follows: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—Trade in this line has been quiet, the demand being only for small lots at prices ranging from \$17 to \$24 per 1,000, as to brand, ex wharf.

CEMENT—The feature in this department of the trade has been the good demand for the Canadian manufactured article. Some large sales have taken place, aggregating in all about 10,000 barrels at prices ranging from \$2.10 to \$2.25 per barrel. In imported stock business is quiet, with the market firm. We quote as follows: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

TINPLATES

"LYDBROOK," "TRYM,"
"GRAFTON," "ALLWAYS,"
"CANADA CROWN," ETC.

CANADA PLATES

"DOMINION CROWN" All Polished.
"ALLWAYS" best Half Bright.
"PONTYPOOL" Half Bright.
"DOMINION CROWN" Galvanized.

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

IC and IX 14 x 20 and
20 x 28 Tinplates
Cokes and Charcoals.

Especially low
figures on IX 14 x 20.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

An Opposition Traveller

said to one of our representatives a few days ago that "You people make me tired the way you blow about that Elastilite Varnish."

Poor Fellow! No wonder he was tired! Elastilite has taken his customers and he has to work hard to get orders.

Elastilite is a Varnish for either **inside** or **outside** that you can sellover and over again to your customers. Once used they always ask for it and tell their friends how nice it looks and how well it wears.

—Manufactured only by—

The Imperial Varnish & Color Co.
TORONTO, CANADA. **LIMITED**

JOHN BOWMAN HARDWARE & COAL CO.,

....London, Ont

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz :

CEBRIANA,
 FITZCLARENCE, DALTONHEAD,
 CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

METALS.

The metal market continues easy and dull throughout. Iron has not improved any and tin has taken a decided drop, which bids fair to continue. The attempt to fix a price for iron pipe has failed. Bar iron has taken a tumble.

PIG IRON—The pig iron market has not improved during the week and it seems to sag as much as ever. Canadian pig is worth about \$20 and looks for buyers at that figure; Summerlee would bring about \$23 or \$24.

BAR IRON—Bar iron has declined. The demand is moderate. The price is \$1.90 to \$2 per 100 lb. f.o.b. Montreal.

BLACK SHEETS—A small volume of business in a jobbing way is doing. The price shows no change, which is \$2.95 for 8 to 16 gauge.

GALVANIZED IRON—A small trade is being done at unchanged figures. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—The weakness in the tin market has been reflected to some extent in the New York copper quotations, but here the market is firm at 17½c.

INGOT TIN—There are rumors to the effect that the American tin mines are to be reopened. This may have produced the weak foreign market in tin, which is now at

£135 at London. Here the price is still 37 to 38c. There is great probability of one of those sudden drops so characteristic of the tin market.

LEAD—Is firm at the base of \$4.65.

LEAD PIPE—Only a moderate business is being done in lead pipe. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—Iron pipe has been placed back at its old level, the effort to fix the price having failed. We quote: ¼, \$3 per 100 ft.; ½, \$3; ¾, \$3.30; 1, \$3.60; 1-in., \$5.20; 1¼, \$7; 1½, \$8.05; 2-in., \$11.25. Galvanized, ¾, \$4.40; ½, \$5; ¾, \$5.55; 1-in., \$8; 1¼, \$11.15; 1½, \$13.30; 2-in., \$17.85.

TINPLATES—A small trade is being done. Prices are \$4.50 for coke, and \$4.75 for charcoal.

CANADA PLATE—There is nothing new to report in this market. We quote: 52's, \$2.90; 60's, \$2.95; 75's, \$3; full polished, \$3.50, and galvanized, \$4.60.

TOOL STEEL—Black Diamond, 8c.; Jessop's, 12c.

STEEL—Sleighshoe, \$2.10; tire, \$2.20; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.75.

TERNE PLATE—The market remains unchanged. Price remains at \$8.50.

SWEDISH IRON—We quote \$4.25.

COIL CHAIN—A fair trade has been done this week. We quote: No. 6, 11½c.; No. 5, 10c.; No. 4, 9½c.; No. 3, 9c.; ¼-inch, 7½c. per lb.; 5-16, \$4.85; ¾, \$4.80; 7-16, \$4.50; ½, \$4.25; 9-16, \$4.15; ¾, \$3.80; ¾, \$3.75; ¾, \$3.70, and 1 inch, \$3.70 per 100 lb.

SHEET ZINC—The demand is moderate at 6¼ to 6½c.

ANTIMONY—Unchanged at 10½c.

GLASS.

The demand for glass has shown decided improvement and the market is decidedly firm. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

Turpentine shows a decline of 5c. per gallon. Owing to the fall in the price of linseed oil and turpentine there has been a little more stimulus to business. The intense heat and excessive moisture militates somewhat against active operations in painting, and trade in large centres has, in consequence, somewhat lagged. But from the country a fair number of little orders have been received. Travelers are at present nearly all off the road enjoying a rest. Varnishes are being inquired for a little more extensively in view of expected brisk

autumn trade, and paints for construction work, such as oxides, graphite, and red lead, are also in more active demand than a month ago. We quote :

WHITE LEAD—Best brands, Government standard, \$6.75 ; No. 1, \$6.37½ ; No. 2, \$6 ; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.10 ; in kegs, \$5.35 to \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c. ; No. 1, 6½c. ; in oil, pure, 9c. ; No. 1, 7½c.

PUTTY—We quote : Bulk, \$1.95 ; bladders, in bbls., \$2.10 ; bladders, in cases, \$2.25 ; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 80c. ; boiled, 83c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 60c. ; two to four barrels, 59c. ; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote : Resins, \$2.75 to \$4.50, as to brand ; coal tar, \$3.25 to \$3.75 ; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 0 to 11c.

PETROLEUM.

The only change in the petroleum market of late has been a decline of ½c. per gallon in the price of Canadian refined "Silver Star" brand. Other Canadian grades have ruled steady, and the market for American is very firm. The demand for early fall shipment is decidedly brisk, and the volume of business up to date largely exceeds that of previous years up to the same date. We quote as follows : "Silver Star," 15 to 16c. ; "Imperial Acme," 16½ to 17½c. ; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

There has not been much improvement in the hide situation this week. It continues slow at unchanged figures. We quote : Beef hides, 8c. for No. 1 ; 7c. for No. 2, and 6c. for No. 3. Calfskins, 9c. for No. 1, and 7c. for No. 2 ; lambskins, 40c.

MONTREAL NOTES.

Mr. William H. Evans, of The Canada Paint Co.'s staff, will leave Montreal to-day (Saturday) to attend the big Fair, and will be in Toronto for several days.

The Display of Goods Outside our Factory

Has been admired all week by visitors to the Exhibition, and hundreds of people have seized the opportunity to come in and examine the goods more closely.

We invite any one interested in the best and most modern fireproof building materials of every description to call and inspect the reliable lines we make.

All you will see of us on the Fair Grounds consists of

55 OF THE PRINCIPAL BUILDINGS WHICH ARE COVERED WITH OUR STEEL SHINGLES

—selected because of their unquestioned superiority.

But at our factory and showrooms, passed by every Exhibition car, we will be happy to receive you and give information or advice in regard to any "building question" that concerns you.

Make use of our services and inspect our goods—they are reliably first class.

METALLIC ROOFING CO., Limited KING and DUFFERIN STREETS, **Toronto.**
Wholesale Manufacturers.

ONTARIO MARKETS.

TORONTO, August 31, 1900.

HARDWARE.

A NICE steady business is still to be noted in the wholesale hardware trade. Individual orders are still small, but the total volume of business appears to be up to the average. As far as **HARDWARE AND METAL** can ascertain, the volume of business for August is in excess of that of the same month last year. This is a good sign, particularly when it is remembered that the buying has been practically altogether for present requirements. Perhaps the most unsatisfactory feature of trade at the moment is the slowness of payments, but this is probably accounted for—in part, at least—by harvesting operations, which naturally tie the farmer to his farm. A small steady trade is still to be noted in wire nails. In horseshoes a little better business is being done. Screws are in good demand and a nice steady trade is being done in bolts and nuts. The feature in fence wire is a reduction of 10c. per 100 lb. made in galvanized and barb wire by the manufacturers in the United States. The change has not yet affected local quotations, but it certainly will. This is about the only change in prices worthy of note. Cutlery is in good demand and quite a little business is being done in ammunition and firearms. A fairly good trade is being done in hay-baling wire. Quite a few orders are being booked for skates, sleigh bells, axes, axe handles, elbows, stove pipes, stove boards, and other winter goods.

BARB WIRE—Importers in Canada have been advised by the manufacturers in the United States of a reduction of 10c. per 100

lb. in the price of barb wire. Up to the time of going to press no change has been made in the local quotations, and we still quote as follows : F.o.b. Cleveland \$2.95, in carlots, and \$3.05 in less than carlots ; f.o.b. Toronto, \$3.25 in less than carlots.

GALVANIZED WIRE—This has also been reduced 10c. per 100 lb. by the makers in the United States, but local jobbers' prices are so far unchanged. We quote from Toronto : No. 5, \$4.52½ ; Nos. 6, 7 and 8 gauge, \$3.85 ; No. 9, \$3.10 ; No. 10, \$4 ; No. 11, \$4.05 ; No. 12, \$3.25 ; No. 13, \$3.35 ; No. 14, \$4.40 ; No. 15, \$5.10 ; No. 16, \$5.15. The f.o.b. price Cleveland for Nos. 6 to 9 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. *10 days.

SMOOTH STEEL WIRE—There is still scarcely anything doing in oiled and annealed wire, but in hay baling wire a fair trade is still to be noted. The size of wire mostly wanted is No. 14, although some orders call for No. 15. The base price is unchanged at \$3 per 100 lb.

WIRE NAILS—Business is still of a light sorting-up nature, but it is steady. The price is unchanged at \$3 in carlots, and \$3.10 in less quantities.

CUT NAILS—A very small trade is being done in this line. Base price is still \$2.60 per keg Toronto, Hamilton, London and Belleville.

HORSESHOES—Trade is a little better than it was, but, generally speaking, business is only moderate. We quote, f.o.b. Toronto : Iron shoes, No. 2 and larger, light, medium and heavy, \$3.75 ; snow shoes, \$4 ; light steel shoes, \$3.95 ; featherweight (all sizes), \$5.20 ; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$4 ; snow-

shoes, \$4.25; light steel shoes, \$4 20; featherweight (all sizes), \$5.20.

HORSE NAILS—Only a small business is being done in horse nails. Discount, 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

SCREWS—A nice steady trade continues to be done in screws, and prices are as before. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—Trade is still fairly active in all seasonable lines of bolts and nuts. We quote: Norway bolts, full, square, 56 per cent.; common carriage bolts, full square, 65 per cent.; ditto, 5-15 and under, 60 per cent.; ditto, ¾ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 60 per cent.; bolt ends, 65 per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 55 per cent.

RIVETS AND BURRS—Trade is steady, but without any special feature. We quote: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

STOVES AND FURNACES—A good many shipments of stoves, orders for which were booked in the spring, are still being made, and more will go out next month. A good many orders are coming in for furnaces, and some shipments are being made.

ENAMELED WARE—There is not a large business being done in enameled ware, the orders being of a sorting-up nature.

TINWARE—There are some lines which are moving fairly well in a sorting-up way. Nearly all orders specify oil cans.

WINTER GOODS—Quite a few shipments of elbows, stove pipes, stoveboards, lanterns, etc., are going out, and quite a few orders are being booked for skates, sleigh bells, axes, etc.

ROPE—Only a small business is being done. We quote: Pure manila, 13½ to 14c.; "A" quality manila, 11½ to 12c.; special manila, 10½ to 11c.; sisal, 9½ to 10c.

HARVEST TOOLS—Trade in harvest tools is about over for the season, as far as the wholesale trade is concerned. Trade in this line is generally reported to have been a satisfactory one this season. Discount, 50, 10 and 5 per cent.

SPADES AND SHOVELS—A small but steady trade is being done in spades and shovels. Discount, 40 and 5 per cent.

SPORTING GOODS—A brisk trade is being

done in ammunition, and quite a nice business is to be noted in firearms.

CUTLERY—Business in this line continues to improve, and quite a little activity is now in evidence.

BUILDING PAPER—Trade in this line continues fairly good, with prices unchanged. We quote: Plain building, 30c. per roll; tarred lining, 40c. per roll, and tarred roofing, \$1.60 per 100 lb.

CEMENT—Demand keeps brisk. There is no change in prices. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

Galvanized sheets are still the most active among the metals, and business generally is merely for present requirements. There have been no material changes in prices during the past week.

PIG IRON—There has been a decided improvement in pig iron business in the United States during the past week, according to advices just to hand, but there have been quite a few concessions as to prices. In Canada, the situation remains much as before.

BAR IRON—The demand for this is still just moderate, with the base price unchanged at \$1.80 and \$1.90 per 100 lb., according to quality.

PIG TIN—The pig tin market, in both London and New York, has ruled weak during the last few days, there having been several declines in prices. In Canada, quotations are much as before, although those dealers who, last week, were holding above the market prices, have now got their views modified. We still quote from 35½ to 36½c. per lb.

TINPLATES—There is a fairly good demand for tinplates. The price of bright coke plates, 20 x 28, has been placed at \$9, instead of \$9.25 as in last issue. We quote: I. C. usual sizes, \$4.50, I. C. special sizes, \$4 75; 20 x 28, \$9.

TERNE PLATES—There is practically nothing doing in this line, and prices are as quoted last week.

TINNED SHEETS—The demand is light, and prices unchanged.

BLACK SHEETS—An active trade has been done in black sheets during the past week. The base price is unchanged at \$3.60.

GALVANIZED SHEETS—Trade is more active in both large and small lots, and there is a fair movement for this time of the year. We quote: English, \$5, and American, \$4.60—28 gauge American, it will be remembered, is about equal to 26 gauge English.

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS, LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

CANADA PLATES—Import orders are arriving rapidly this week, but the demand from stock is light. Prices are unchanged at last week's reduction, our quotations being as follows: All-dull, \$3.25; half-polished, \$3.35, and all-bright, \$3.85.

IRON PIPE—The attempt to fix a price on iron pipe has again been abortive, for, while a number signed the agreement, the one or two who refused to do so balked a scheme and the market is now an open one.

LEAD PIPE—Just a fair trade is being done. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

LEAD—An active trade has been done in this line during the past week at 5 to 5½c. per lb.

SOLDER—The demand is moderate. We quote: 21½ to 22½c. for half-and-half; 21 to 21½c. for refined, and 20 to 21c. for wiping.

COPPER—Trade has been quiet in ingot copper, but in sheet copper a good business is being done. We quote 19 to 20c. for ingot, and 23 to 23½c. for sheet copper. The outside copper markets are quiet, but steady as to price.

ZINC SPELTER—The demand is light. Advices from New York state that the market there remains weak. We quote: 7 to 7¼c. per lb.

ZINC SHEET—Trade is not as active as it was, although there is still a fair demand. We quote 6¾ to 7c. for cask lots, and 7 to 7¼c. for part casks.

ANTIMONY—There has been a little more movement in this line during the past week. Prices are unchanged at 11 to 11½c.

HOOP STEEL—Trade has been good in this line during the past week, and we still quote the base price at \$3.25.

PAINTS AND OILS.

The movement is quiet. Wholesale dealers are spending the greater portion of their time receiving their friends and customers. A general firmness is manifested, except in turpentine, which is decidedly weak, and a decline of 5c. is noted. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

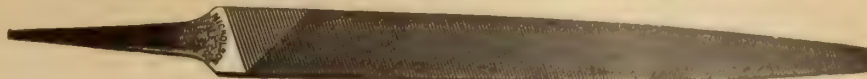
PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETTÉ**," suitable for **Aluminium, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc.** This is supplied in, embossed, or with incised gilt letters. **Benders, Embossors, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone: 86, 68 St. Helens.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 b., 120¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¼c.; packages, ½ lb., 21¼c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 80c.; boiled, 83c.; 5 to 9 barrels, raw, 79c.; boiled, 82c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 60c.; two to four barrels, 59c., delivered to outside points. Toronto, Hamilton, London, Sarnia, Walkerville, Chatham, Dresden, Wallaceburg and Amherstburg, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The feeling keeps stiff, owing to the strike in Belgium and the moderate stocks held here. We quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united inches, \$6, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL.

There is no change. Prices keep firm, with liberal receipts and a good demand. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12¼c. per lb.; bottoms, 10½c.; heavy copper, 13c.; light scrap brass, 7c.

heavy yellow scrap brass, 10c.; heavy red scrap brass, 10¼c.; scrap lead, 2¾c.; zinc, 2½c.; scrap rubber, 5½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

COAL.

The feeling is firm. There is some possibility of a strike in the Pennsylvanian coal fields. If that is declared, an advance is certain. Prices are bound to be well maintained anyway. We quote for present shipments, for anthracite on cars at Buffalo and bridges, as follows: Nut, egg and stove, \$4.50 per gross ton, or \$4.01 per net ton; grate, \$4.25 per gross ton, or \$3.79 per net ton.

PETROLEUM.

There is no change. We quote as follows: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, 17½c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

J. W. Franks, hardware dealer, Woodbridge, Ont., is erecting a new brick store, 17 x 21 feet, which is to be finished in modern style.

Two of the most important championship bicycle races of the United States have been won by Major Taylor on the Iver Johnson racer.

If you Want to Learn Anything About Advertising.

If you are a business man and get or want to get business by any kind of advertising, and want to know how to advertise and make money; or if you are an employee and expect to go into business for yourself; or if you want to get into a new and profitable profession—we furnish the foundation—the accumulated knowledge on the subject. Investigation costs you nothing. Invaluable information will be sent Free. Address Advertising World, Publicity Club, Columbus, O.

Meaford Wheelbarrow Works

Manufacture

Navy, Garden, Brickyard and Stone Wheelbarrows.

Steel-Tray Barrows, both with wooden and tubular iron frames.

Store, Warehouse and Railroad Trucks of all descriptions.

Washing Machines, Hods, Hand Barrows, etc., etc.

WRITE FOR PRICES.

CLELAND BROS. & CO.

MEAFORD, ONTARIO.

MANITOBA MARKETS.

WINNIPEG, Aug. 27, 1900.

THIS situation is practically unchanged from last week, with the exception of one or two drops in prices, which were anticipated by us last week. Rivets, blackened copper, are now 50 per cent off. There is a drop of 15c. on bar iron, which is now quoted at \$2.50 base. Sleigh shoe steel is quoted at \$3, spring steel at \$3 25 and machinery steel at \$3.75. There has been a sharp decline in linseed oil and turpentine. Pure turpentine is quoted at 77c., a drop of 6c. Raw linseed oil is now 87c. per gal. and boiled 90c. In other lines the prices remain the same as last week.

Frost & Wood, implement dealers, lost their big track warehouse by fire on Sunday. The work was clearly that of an incendiary, and was the second attempt within a week. G. F. Stephens, paints and oils, had a large stock of glass in the warehouse adjoining, which was fortunately saved. Had it been burned it would have meant a great loss of time to the building trade.

We quote:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire.	3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$5 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge.	3 75
28 gauge.	4 00
Galvanized American, 16 gauge.	4 25
18 to 22 gauge	4 50
24 gauge.	4 75
26 gauge.	5 00
28 gauge.	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots.	8 00
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.

Rope, sisal, 7-16 and larger.	11 20
" 3/4	11 75
" 1/4 and 5-16	12 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/4 and 5-16	16 00
Solder	23 1/2
Cotton Rope, all sizes, lb.	15
Axes, chopping	\$ 7 50 to 12 00
" double bitts.	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round	70 p.c.
Flat " brass.	70 p.c.
Round " "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	37 1/2 p.c.
Copper, No. 8, lb.	50c.
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 75
No. 1.	1 25
Linseed oil, raw, per gal.	87
boiled	90
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.	30 p.c.
" military.	15 p.c.
American R.F.	40 p.c.
C.F. pistol.	10 p.c.
C.F. military.	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge.	16 50
chilled, 12 gauge	18 00
soft, 10 gauge.	21 00
chilled, 10 gauge.	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	7 25
Chilled.	7 50
Powder, F.F., keg.	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned.	75 and 2 1/2 p.c.
plain.	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.
Turpentine, by barrel.	77c.
Less than barrel.	85c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American.	23c.
Water white Canadian	22c.
Prime white Canadian.	20c.

PARIS HONORS.

Among the successful exhibitors at Paris it is gratifying to note the name of The Canada Paint Company, the medal being awarded for "Excellence in mineral pigments mined in Canada."

At the World's Fair, Chicago, this company took distinguished honors in this department in competition with 31 American makers, and it is not surprising, therefore, that in Paris they have met with similar success.

The pigments on exhibition at Paris are the magnetic oxides and diamond graphites mined by the Canada Paint Company in the Provinces of Quebec and New Brunswick, which are well known to the trade in the Dominion.

The exhibit itself is instructive, representing, as it does, the minerals in their various stages of manufacture—first, as mined; second, as prepared for the oil in varnishes and colors; third, as made and applied.

The Canada Paint Company is to be congratulated upon the successful result of its enterprise.



OUR
CUSTOMERS AND
THEIR FRIENDS
ARE
CORDIALLY
INVITED
TO MAKE
OUR
TORONTO CITY OFFICES
90 BAY STREET,
OR OUR
MONTREAL OFFICES,
572 WILLIAM STREET,
THEIR
HEADQUARTERS
DURING
THE
FALL EXCURSIONS,
OR AT ANY TIME.

THE
**CANADA
PAINT**
COMPANY,
LIMITED,
90 BAY STREET,
TORONTO.
THE
**CANADA
PAINT**
COMPANY,
LIMITED,
572 WILLIAM STREET
MONTREAL.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY,
MONTREAL.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Iron Superstructure, Portage du Fort Interprovincial Bridge at 'Narrows,' Ottawa River," will be received at this office until Friday, 31st August, 1900, inclusive, for the construction of an iron superstructure for the Interprovincial Bridge over the Ottawa River at "Narrows," according to a plan and a specification to be seen at the office of F. S. Rees, Esq., dockmaster, Dry Dock, Kingston, Ont., Public Works Office, Montreal Post Office Que., on application to the Postmaster at Hamilton, Ont., and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, for three thousand dollars (\$3,000.00), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,
JOS. R. ROY,
Acting Secretary.

Department of Public Works,
Ottawa, Aug. 17th, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (35)

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

Portland Cements

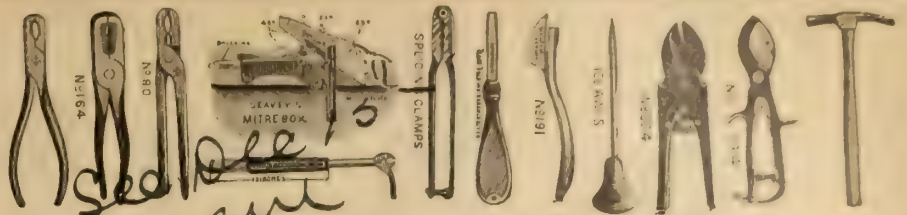
BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.

Also Razors, Strops, Glass Cutters, Etc.

Write for new Catalogue.

GLAZIERS' DIAMONDS of every description. Reliable Tools at low prices.



A. SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by..

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls,
Deseronto.

Gooderham Building, **TORONTO**

A Great Line

"GOOD CHEER" STOVES

Coal Ranges
Wood Ranges
Coal Cooks
Wood Cooks
Oak Heaters
Todd Heaters
Air-Tight Heaters
Art Base Burners.

The Jas. Stewart Manufacturing Co.
Woodstock, Ont. **LIMITED**

Stanley Rule & Level Co.,

NEW BRITAIN, CONN., U.S.A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE
DEALERS.

TRADE

C

MARK

Canada Horse Nail Company

Montreal

Established 1865.

Horse Nails

with the "C" brand and our name on the box, have our absolute guarantee that every nail is perfect.

They are hot forged from the best Swedish Charcoal Steel Nail Rods, combining the best process and the best material known for making a horse nail.

They will wear longest, as they are the toughest, and drive easier than any other, by reason of their faultless design and perfect hardened points.

Every dealer in horse nails will find it to his advantage to sell our "C" brand in preference to any other, as they are the best known to the Farrier trade, and conceded by them whenever used, to be the most satisfactory nail to use.

They are to be obtained from nearly all the leading wholesale dealers in Canada. If you cannot get our "C" brand on order from them, do not accept substitutes, but apply direct to us.

WILLS OF BUSINESS MEN.

A BISCUITMAKER'S WILL.

THE late Wm. Christie, the well-known biscuit manufacturer, of Toronto, left an estate valued at \$926,990, of which \$449,500 is invested in the firm of Christie, Brown & Co., Limited.

To the son of the deceased, Mr. Robert Christie, is bequeathed sufficient shares in the company to make, with his own holdings, 3,000 shares of \$100 each; to Reuben Harvey, sufficient shares to make, with those he already holds, 100 of \$100 each; to Charles E. Edmonds, sufficient shares to make, with those he already holds, 50 of \$100 each. The residue of the stock in the company is to be held in trust by the executors, the income from which is to be equally divided among the three daughters of the deceased. The residence goes to the widow of the deceased, who is also to receive an income of \$10,000 per annum.

The executors and trustees appointed are: Mary J. Christie, widow of deceased; J. J. Palmer, a son-in-law; Robert J. Christie, his son, and Charles E. Edmonds, of Toronto.

The late Mr. Christie did not make his money by stock-jobbing schemes and other forms of manipulation which are so common to-day. He made it by attending to his own business. He never catered to the

craze for cheap goods. What he aimed at throughout the whole of his career was the supplying of a first-class article. And, in pursuance of this, he would never allow an article to be sold as first-class when there was the least doubt in his mind as to whether it was or not.

A PAWNBROKER'S ESTATE.

Harris Rosenthal, the pawnbroker who died recently, at Toronto, left an estate of \$7,100, of which \$6,000 was cash in the bank. He died intestate, and The Provincial Trust Co. are applying for administration papers. The widow and five children will inherit.

A SHOE MERCHANT'S WILL.

John Gemmell, the late shoe merchant on King street, Toronto, left property valued at \$4,519. The only son is given the business and \$500 cash, a grandson, James Muir, receives \$500, and the residue goes to the widow.

THEY CAUGHT FINE FISH.

A party of the officials of the Sherwin-Williams Co., consisting of W. H. Cottingham, general-manager, Cleveland; W. B. Albright, eastern manager railway department, New York; E. M. Richardson, manager marine department, Cleveland, and Thos. Madill, representing the railway department,

Chicago, have just returned from spending a few weeks at the St. Maurice Fishing Club in the Laurentian Mountains. They met with good success and caught some fine fish, ranging all the way from 2½ to 4 lb. each.

PERSONAL MENTION.

Mr. D. Cinnamon, Lindsay, Ont., has just returned from a visit to Oshawa and adjacent towns. Mr. Cinnamon formerly lived in Oshawa.

Mr. Lewis Sapery, manager of The Syracuse Smelting Works Co., Montreal, left for Europe last week on a combined business and pleasure trip.

Mr. Henry G. Allen, of The Oneida Community, Limited, was in Montreal last week on his way to Quebec, and gave **HARDWARE AND METAL** a pleasant call.

Mr. F. O. Lewis, senior member of the firm of Lewis Bros. & Co., wholesale hardware merchants, Montreal, left for New York on Tuesday morning, en route to the Continent by the Majestic.

Mr. Robt. Munroe, managing director of The Canada Paint Co., has returned from British Columbia to the company's headquarters in Montreal. Mr. Evans, of the same firm, has also returned from a fortnight's holiday.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyt & Fairbank**

Petrolia, Ont.
Headquarters for...

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

**COOPER PATENT ELBOWS**

Bright and Common.



SCHEIPE'S PATENT STOVE PIPE.

E. T. WRIGHT & CO.

Sole Manufacturers
HAMILTON, ONT.



"JARDINE"

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.
HESPELER, ONT.**

BERGER'S PATENT PIPE FASTENER.

7 STYLES...

- No. 0, for brick, 3 inch.
- No. 1, for brick, 4½ inch.
- No. 2, for stone, 6 inch.
- No. 3, for stone, 9 inch.
- No. 4, for wood, 3 inch.
- No. 5, for wood, 5 inch.
- No. 6, to nail on wood.
- No. 7, to screw in wood.

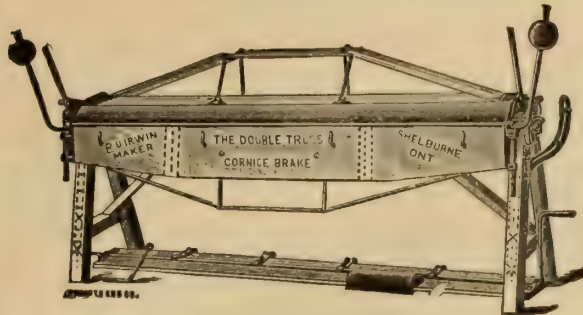


BEST ON EARTH.

Pipe any distance desired
from wall.
Concealed from view
Handy to put up.
Solid as one piece.
No close measuring.
Send for sample FREE.

SEND FOR CATALOGUE OF TINNERS' AND ROOFERS' SUPPLIES.

BERGER BROS. & CO., 231 and 237 Arch St., PHILADELPHIA.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra
if required.
Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

The best that is on
the market.

..Syracuse Babbitt Metal..

Try it and be convinced.

Manufactured by

Syracuse Smelting Works
MONTREAL and SYRACUSE.

ALWAYS IN STOCK

Antimony	Aluminum
Bismuth	Ingot Copper
Ingot Brass	Pig Tin
	Pig Lead
Solder Type-Metals, etc.	

Syracuse Smelting Works
SYRACUSE and MONTREAL.

**STEVENS FINE TOOLS**

We make a perfect line
of

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool Makers'
Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also
a valuable hand-book of information for mechanics and people interested in
such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT
TWINE MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HEATING AND PLUMBING

ARRANGEMENT IN THE PLUMBING SHOP.

THE following suggestions have been received from a correspondent in answer to the inquiry in The Metal Worker of August 11 for an arrangement of a plumbing shop and showroom:

"I have seen the letter asking for a method of arranging a plumbing shop and showroom, and, as the dimensions are very similar to those of my own store, I will give the arrangement which I have followed. My store has two show windows, one on each side, with double doors five feet wide in the centre. I have arranged one show window with a bathroom, just such as I can afford to furnish for the class of houses that are most frequently built in my neighborhood. In the other show window are shown a kitchen boiler and sink. I have used a copper boiler, as it is more showy and gives me an opportunity to call attention to the durability of the copper boiler as compared with an iron boiler, and, even if I sell only one here and there, it enables me to get a better price for a good iron boiler than I otherwise could.

"In my opinion,

ONE OF THE MOST IMPORTANT MEN

in a business house is the bookkeeper, and his desk stands about five feet back from the front door, facing the middle of the store, and on a line with the door jamb. Just beyond the bookkeeper's desk I have a cabinet with a carefully arranged system of keeping the catalogues of all kinds of plumbing and heating goods. Beyond this again is my own roll top desk. Just back of the bookkeeper's desk I have arranged on the wall, so that it can be raised or lowered when needed, a large drawing table. I find that in doing business in a progressive community it is a great benefit to be able to give the prospective customers a plan showing just how I propose to do their plumbing work, and also an elevation from which they can see how the pipes, traps and fixtures are to be arranged. I do not furnish these plans, however, until I have been given the contract, as I find that in some instances

A SHREWD CUSTOMER

will take my plans to another plumber and have the work done in the same way at a lower figure. He thus profits by my brains, while I get no profit out of the work. A drafting table, however, I consider a necessary adjunct to an up-to-date plumber. At

the end of this drafting table are my type-writing table and safe. In a small town I cannot afford to have a draftsman, stenographer and bookkeeper. Consequently both the bookkeeper and myself are able to perform all these functions.

"At the back of the showroom and office a partition extends clear across the building, and against this partition are neatly arranged drawers and boxes for keeping the more valuable supplies, which every contracting plumber must carry in stock. This leaves the opposite side of the showroom for displaying a small steam heater, which is connected with the chimney, and also with radiators at the front of the showroom and in the shop, and which is used for heating purposes in the winter season. I have, in connection with it, a steam loop of my own construction, for returning the water from the radiators below the water line in the steam boiler. This I find to be a source of considerable curiosity to many customers, and it has brought me jobs for heating which I would otherwise not have had.

"In the corner of my office I have

A NICELY ARRANGED LAVATORY

in full operation, which I change from time to time, so as to show the latest and best plumbing fixtures in operation, and I frequently change the plumbing goods I display opposite the office. Sometimes, when I have a number of contracts, I will make a display of a variety of laundry tubs in soapstone and different colors of earthenware. At other times I will show lavatories, bathtubs and water closets. Sometimes the water closets are of the siphon jet character, with others of the wash-down siphon type, sometimes shown with a high flush tank, and sometimes with the newer and growing to be more popular low-down flush tank. I have made a point to show at different times all kinds of bathtubs, from the steel clad to the solid porcelain tubs. But I always keep in sight a fine enameled cast iron tub, sometimes of the French and sometimes of the Roman pattern, with a wide rolled rim.

I ARRANGE MY SHOWROOM

somewhat in accordance with the character of the work that is to be done five or six months ahead in my vicinity.

"In the shop I have two benches, one for plumbers and one for pipe-fitters. The plumbers' bench is made of 2 inch hardwood plank, 3 ft. wide and 2 ft. 6 in. high.

The front plank extends beyond the end of the bench about 6 inches, and fastened to it is the pipe vise. This enables the stocks and dies to be used without knocking the tools on the floor, and avoids having the knuckles skinned by being too close to the bench when such tools are in use. This bench is about 12 feet long, and the space beneath it is utilized for storing my smoke test apparatus and my test plugs for drainage systems. Further back in the shop, so as not to interfere particularly with the plumbers' bench, is the steamfitters' bench, which, owing to the fact that large pipe will at times have to be cut on it, is made 3 ft. 7 in. high. Then, when the pipe vise is attached to it, it brings the centre of the pipe up even with a man's breast, so that in starting the dies on large pipe his full strength can be exerted, and after the thread is well under way he has a good purchase in operating the stocks. The plank to which this pipe vise is attached also extends beyond the end of the bench a few inches. This bench is made of hardwood and is stayed so as to be as rigid as the foundation walls of a building. At the back of the shop bins are placed for cast iron fittings, both black and galvanized. As I have not been in my shop a very long time, I am still completing the arrangements as time shows what is best and most convenient. By the use of

A DRAFTING BOARD

there is no trouble in laying out seven or eight different ways of arranging bins to a scale and selecting the one that is best adapted for general use.

"A hint in another direction may be of service to our friends. I have special circulars, which I send not only to people in my own town, but to all those of nearby towns, asking if they are satisfied that their plumbing system is in perfect order, and stating that for a small fee I will test it, either with a smoke test or with a peppermint test, as they prefer. I inclose with this a list of people for whom I have done such work. To those who are contemplating building, I send this same list of people and others for whom I have done plumbing work, and ask to be allowed to bid on the work they wish done. I have also told them that I would

LIKE TO HAVE AN AUDIENCE

with them, so that I might explain my system and method, as well as the character of work which I always do. I have a different list of people for whom I have



**HOT WATER
INSTANTLY,
NIGHT OR DAY.**
Boiling Water
in a Minute.
Hot Bath When Wanted

**EWART'S
"LIGHTNING"
GEYSER
FOR GAS OR OIL.**

346 EUSTON ROAD,
LONDON, ENGLAND.
Illustrated Price List Free.



Illustrative
of the

**Cushion-Disc
Faucet**

referred to in
previous "ad."

Looks all right,
Don't it?

Manufactured by
The JAS. MORRISON BRASS MFG. CO.
TORONTO. Limited

WESTERN Incorporated
1851.
ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,340,000.00
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.
"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,
505 Board of Trade Bldg., MONTREAL, QUE
Telephone Main 1255.
28 Front St. West, Toronto. Telephone 2145.

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and Promptly
attended to, by
The Roberts Advertising Agency,
WINNIPEG, CANADA.



**Ontario Nut Works, Paris
BROWN & CO.**

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon

KNOX HENRY

Heavy Hardware and Metal Broker
Room 220 1/2 Board of Trade, MONTREAL.

SPECIALTIES C Brand Horse Nails Canada
Horse Nail Co.

BOLTS Tire and Stove Bolts of all sizes Chaf
craft Screw Co.

BRASS GOODS - Gunn Castor Co. Limited, Bir
mingham, Eng.

Berlin Felt Boot Co.

BERLIN, ONT.

Manufacturers of . . .

Guaranteed
BEST and
CHEAPEST
in the
market.

HAIR FELT

Made in
1/2 INCH
3/4 "
1 "

For Water and Steam Pipe Covering.

We keep a Large Stock to make Prompt Shipments.

HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of  **High Grade REVOLVERS**

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

**Diamond
Adjustable Cook
Stove Damper**

Patented March 14th, 1893.



Patented December 22nd, 1890.

EXTENDED.
4 x 11 to 8 x 21.

For Sale by Jobbers of Hardware.

Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**
A. R. WOODYATT & CO., Guelph, Ontario.

TRADE



MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

done heating work who are satisfied. A special circular is sent the latter part of the summer to this trade, asking if their heating apparatus is in good order, and, if it needs any attention, stating that I have careful and competent mechanics who can do this work.

"With these suggestions, I think that, if our inquiring friend would get out his drafting board and T square and arrange his store to a scale in four or five different ways, he can then select the arrangement that is best suited to his purpose, and which will need the least change as time goes on, so far as the permanent arrangements are concerned.

SOME BUILDING NOTES.

THE Seventh Day Adventists will erect a church in Morden, Man., this fall.

A new Baptist church is being built at River View, N.S.

The new C.P.R. station at Kimberly, B.C., is about completed.

The Rathbun Co. are erecting a new sawmill at Bancroft, Ont.

Andrew Kuhry, Kuhryville, Ont., is building a new brick house.

A new Methodist parsonage will be built at Renfrew, Ont., this fall.

Repairs have been started on the interior of the Halifax Customs House.

Pitts Bros., Sandon, B.C., intend building a two-storey store in that place.

The Chateau Frontenac, Quebec, is being enlarged by the addition of 100 rooms.

The Methodist parsonage at Southampton, Ont., will be extensively repaired this season.

Dr. Field is erecting a new business block in Woodstock, Ont., next to McHardy's pork store.

Matthew Noleon intends building a large boarding house on Church street, St. Peters, Cape Breton, N. S.

Angus McAskil, has the contract for building two new schoolhouses at Caledonia, Cape Breton, N. S.

Tenders are being called by the Department of Public Works, Ottawa, for a new post office at Rossland, B.C.

Contractor Miller is erecting several buildings in Fort William, Ont., including a house on Front street for George McEdward.

The Alex. Gibson Railway and Manufacturing Co., Marysville, N.B., are erecting a number of brick tenements in that place for their employes.

Work on the new C.P.R. telegraph building at Montreal is being pushed forward

with all haste in order to have it ready for occupation next spring.

Six buildings, including the new Depot house and the Bank of Nova Scotia building are now being built at Sussex, N.S. Their cost will aggregate \$20,000.

D. C. McGregor, Kaslo, B.C., has the contract for building the new C.P.R. depot at Sandon, B.C. It is to be 30x36 feet, two storeys high and must be completed by October 15.

The new union station, which the C.P.R. are building at Ottawa to replace the one destroyed in the big fire, is to be 155 x 36 feet, three storeys high, and is to be finished by December 1.

A syndicate of United States capitalists have purchased Becman's Mountain, the highest point of land in Nova Scotia west of Digby Gut, and situated a quarter of a mile from Annapolis, N.S., on which they intend to build a mammoth summer hotel and a number of cottages.

PLUMBING NOTES.

E. C. Mount & Co., of Montreal, are offering their creditors 25c. on the dollar. The trouble that has come upon the firm is attributed to accepting contracts at figures that involved losses, and to unsuccessful speculation in real estate in Westmount.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to J. J. Walsh, for a two-storey residence on Tyndall avenue, King street west, to cost \$5,000; also a pair of two-storey semi-detached houses at the same locality, to cost \$7,000; and to James H. Dowers, for a pair of two-storey semi-detached brick houses in Golden avenue, near Dundas street, to cost \$3,300.

Building permits have been issued in Ottawa to the Roman Catholic Episcopal Corporation of Ottawa, for two tenements on lot No. 6, St. Patrick street north, to cost \$1,800; to A. Caron, frame dwelling, lot No. 9, Eccles street south, to cost \$900; to Louis Labroseau, frame dwelling, lot No. 10, Margaret street, to cost \$400; to Wm. Strachan, three shops and three dwellings, on lot No. 1, Queen street north, to cost \$6,000; to Wm. McEvela, addition to bakery on lot 34, Maria street north, to be used as a bread room, to cost \$350; to S. J. Davis, two brick-veneered dwellings on lots No. 42 and 43, on Jane street south, to cost \$1,500 each; to S. J. Davis, frame dwelling, on lot No. 35, Jane street south, to cost \$1,000; to Mrs. M. Lafrance, frame dwelling, on lot No. 39, Preston street east, to cost \$500; and to Mrs. M. Cummings, solid brick dwelling, lot No. 107, Preston street west, to cost \$1,500.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., Toronto, have secured contracts for plumbing in G. G. S. Lindsay's house on Tyndal avenue, Toronto; for hot water heating in a residence for G. G. Blackwood, Dunbar road, Toronto; for rearranging the plumbing and heating in the new Technical School building, College street, Toronto, and for hot-water heating in a residence for John Macdonald, Chatsworth, Ont.

CATALOGUES, BOOKLETS, ETC.

SAMUEL HEATH & SONS, LIMITED.

THE firm of Samuel Heath & Sons, Limited, brassfounders, Birmingham, Eng., are already well known in this country, and every season the trade here look with increasing interest for all advertising literature issued by them to show their new specialties as well as to see the current prices of the popular lines which they have been showing for years.

This season they issued their new supplementary catalogue in two sections, showing in No. 1, fancy art metal work and fern pots, and in No. 2, lock furniture and general hardware specialties. The list of fern pots printed in section No. 1 is one of the most varied and comprehensive ever shown on this market, including almost every size, shape and design from small table pots at 15s. per dozen, to heavy, hand-made copper pots on brass-cast stands at 150s. each. This work also embraces a big range of bell levers, metal gongs, hot-water jugs, cake or fruit stands, etc. The designs shown all through this section evidence a high grade of artistic skill. While the goods shown in section No. 2 are in more general demand, and better known to the hardware dealer, they are none the less artistic in finish. The variety of lock furniture is especially interesting, but no hardware dealer who studies his business, could fail to be interested in the pages of this work which are devoted to pole rings and ends, picture rod ends, shutter knobs, etc. Over 10,000 copies of both these sections are now ready for distribution. They can, we understand, be had on application to Samuel Heath & Sons, Limited, Leopold street, Birmingham, Eng.

A HEARTY WELCOME.

Although The Canada Paint Co., this hot weather, cannot invite their many friends all over the Dominion to

A shady nook,
A babbling brook,

they extend a cordial welcome to all old customers, and as many new as care to call at their central office in Bay street, Toronto, or at their head office and works, William street, Montreal. At each of their offices will be found an easy chair, a good cigar and a hearty greeting from the several members of The Canada Paint Co.'s staff.

"MIDLAND" BRAND Foundry Pig Iron.

Made from carefully selected Lake Superior
ores, with Connellsville Coke as fuel, "Mid-
land" will rival in quality and grading the
very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co., - Galt, Ont.

We Manufacture

**AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.**

All our goods are guaranteed.

CURRENT MARKET QUOTATIONS

August 31, 1900.

These prices are for such quantities and
quantities as are usually ordered by retail
dealers on the usual terms of credit, the
lowest figures being for larger quantities and
prompt pay. Large cash buyers can fre-
quently make purchases at better prices. The
Editor is anxious to be informed at once of
any apparent errors in this list, as the desire
is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 35½ 0 36½
Straits 0 35½ 0 36½

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box
I.C., usual sizes \$7 00
I.X., 8 50
I.X.X., 10 00
Famous—
I.C., 7 50
I.X., 8 51
I.X.X., 9 50
Raven & Vulture Grades—
I.C., usual sizes 5 25
I.X., 6 25
I.X.X., 7 25
I.X.X.X., 8 25
D.C., 12½x17 4 75
D.X., 5 50
D.X.X., 7 50

Coke Plates—Bright

Bessemer Steel—
I.C., usual sizes 4 50
I.C., special sizes, base... 4 75
20x28 9 00

Charcoal Plates—Terne

Dean or J. G. Grade—
I.C., 20x28, 12 sheets 9 00
I.X., Terne Tin 11 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60, " } 0 07 0 07½
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge 0 08 0 08½
" 26 " 0 08½ 0 09
" 28 " 0 09 0 09½

Iron and Steel.

Common Bar, per 100 lbs 2 00 2 10
Refined " 2 35
Horse Shoe Iron 2 50
Hoop steel, 1½ to 3 in. base,
extras for smaller sizes 3 25
Sleigh Shoe Steel base 2 35
Tire Steel 2 55
Cast Steel, per lb 0 00 0 00
Toe (alk Steel) 2 80
Tank Plates, 1-5 and thicker. 3 00 3 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½-inch 0 13 0 14
2 " 0 15 0 16
2½ " 0 18 0 19
3 " 0 19 0 20

Steel Boiler Plate.

¾ inch 3 25
3-16 inch 3 40
¾ inch and thicker 3 25

Black Sheets.

18 gauge 3 20
20 " 3 20
22 to 24 " 3 30
26 " 3 40
28 " 3 60

Canada Plates.

All dull, 52 sheets 3 25
Half polished 3 35
All bright 3 85

Iron Pipe.

Discounts are as follows—Black pipe, ½ to
¾ in., 49 per cent. ½ in., 60 per cent. ¾ to
2 in., 66 per cent. Larger sizes, 53 and 5
per cent. Galvanized pipe, ½ in., 40 per
cent. ¾ to 2 in., 50 per cent.

Galvanized Sheets.

G. C. Comet. Amer. Head. Queen's
16 gauge 4 40 4 25
18 to 24 gauge 4 50 4 20 4 40 4 50
26 " 4 75 4 45 4 40 4 75
28 " 5 00 4 70 4 60 5 00
Less than case lots, 15c. per 100 lb. additional.
28 gauge American equals 26 gauge English.

Chain.

Proc. Coil, 3-16 in., per 100 lb 8 50
" 5-16 " " 4 85 5 35
" ¾ " " 4 81 5 30
" 7-16 " " 4 50 4 95
" 1 " " 4 65
" 1½ " " 4 20
" 2 " " 4 15
" 2½ " " 3 70 4 10
Halter, kennel and post chains, 40 and 50 p.c.
Cow ties 40 p.c.
Stall fixtures 35 p.c.
Trace chain 30 and 10 p.c.
Jack chain, iron, single and double, dis-
count 35 p.c.
Jack chain, brass, single and double, dis-
count 40 p.c.

Copper.

English B. S., ton lots 0 19 0 20
Lake Superior
Bolt or Bar.
Cut lengths round, ½ to ¾ in.
round and square
1 to 2 inches 0 23½ 0 25

Sheet.

Untinned, 14 oz., and light, 16
oz., 14x43 and 14x60 0 23 0 23½
Untinned, 14 oz., and light, 16
oz., irregular sizes 0 23 0 23½
NOTE.—Extra for tinning, 2 cents per
pound, and tinning and half planishing 3
cents per pound.
Tinned copper sheets 0 26
Planished 0 32

Braziers (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb. 0 25½
" 35 to 45 " 0 24½
" 50-lb. and above, " 0 23½

Boiler and T. K. Pitts.

Plain Tinned, per lb 0 28
Spun, per lb. 0 32

Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.
Sheets, hard-rolled, 2x4 0 24 0 25
Tubing, base, per lb. 0 24 0 25

Zinc Spelter

Foreign, per lb 0 07 0 07½
Domestic
Zinc Sheet.
5 cwt. casks 7 00
Part casks 7 50

Lead.

Imported Pig, per lb 0 05 0 05½
Bar, 1 lb. 0 08½
Sheets, 2½ lbs. sq. ft., by roll. 0 05½
Sheets, 3 to 6 lbs., " 0 05½

NOTE.—Cut sheets ½ cent per lb. extra
Pipe, by the roll, usual weights per yard, lists
at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe
8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.60
per 100 lb.; buck, seal and bal., \$7.50. Dis-
count, 7½ p.c. Prices are f.o.b. Toronto,
Hamilton, Montreal, St. John and Halifax.
Terms 3 per cent. cash, freights equalized on
Montreal.

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra
heavy, and 45 per cent. on light.

Solder.

Bar half-and-half 0 21½ 0 22½
Refined 0 21 0 21½
Wiping 0 20½ 0 21

NOTE.—Prices of this graded according to
quantity. The prices of other qualities of
solder in the market indicated by private
brands vary according to composition.

Antimony.

Cookson's, per lb 0 11 0 11½

White Lead.

Pure, Assoc. guarantee, ground in oil
25 lb. irons 6 87½
No. 1 do 6 50
No. 2 do 6 12½
No. 3 do 5 75
No. 4 do 5 37½
Munro's Select Flake White 7 12½
Elephant and Decorators' Pure 6 87½

Red Lead.

Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.

Elephant Snow White 0 08 0 09
Pure White Zinc 0 08 0 09
No. 1 0 06 0 07½
No. 2 0 05 0 06½

Dry White Lead.

Pure, casks 5 75
Pure, kegs 6 25
No. 1, casks 5 50
No. 1, kegs 6 00

Prepared Paints.

In ¼, ½ and 1 gallon tins.
Pure, per gallon 1 20
Second qualities, per gallon 1 00
Barn (in bbls.) 0 75 0 85
The Sherwin-Williams Paints 1 35
Canadian Paint Co's Pure 1 20
Sanderson Pearey's Pure 1 20
Stewart & Wood's Champion Pure 1 20

Colors in Oil.

25 lb. tins, Standard Quality.
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
" Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls 3 75
Yellow Ochre (Royal) 1 10 1 15
Brussels Ochre 2 00
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 2 00
Canadian Oxides, per cwt. 1 75 2 00
Super Magnetic Oxides, 93 p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10
" Umber 0 10
do Raw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03½
Ultramarine Blue in 28-lb
boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb 0 07

Mortar Color, per 100 lb. 1 25
English Vermilion 0 80
Pure Indian Red, No. 45, lb. 0 80
Whiting, per 100 lb. 0 55

Blue Stone.

Casks, for spraying, per lb. 0 07
100-lb. lots, do, per lb. 0 08

Putty.

Bladders in bbls. 2 10
Bladders in 100 or 200 lb. kegs or bxs 2 25
Bulk in bbls., per 100 1 95
Bulk in less quantities 2 10
25-lb. tins, 4 in case 2 35
12½-lb. tins, 8 in case 2 60

Varnishes.

(In 5-gal. lots.) Per gal.
Carriage, No. 1 2 80 3 30
" body 8 00 9 00
" rubbing 4 00 5 00
Gold Size, Japan 3 00 3 40
Brown Japan 2 40 2 80
Elastic Oak 2 30 3 30
Furniture, extra 2 40 2 90
" No. 1 1 60 2 60
Hard Oil Finish 2 70 3 10
Light Oil Finish 3 20 3 60
Denmar 3 30 3 70
Shellac, white 4 40 4 80
" orange 4 00 4 40
Furniture Brown Japan 1 60 2 60
Black Japan 2 40 2 80

Discount—general trade discount, 50 per
cent. and four months' time; special cash
discount of 3 per cent. in thirty days, or 3½
per cent. spot cash.



The Imperial
Varnish & Color
Co's., Limited
Elastilite Varnish,
1 gal. can, each.
\$2.00.

Granatine Floor
Finish, per gal.
\$2.00.

Maple Leaf
Coach Enamels:
Size 1, 10c.;
Size 2, 35c.; Size
3, 20c. each.

Linseed Oil.

Raw. Boiled.
1 to 4 bbls delivered \$0 84 \$0 83
5 to 7 bbls 78 82
Toronto, Hamilton, London and Guelph
2c. less.

Turpentine.

Single barrel, freight allowed 0 67
2 to 4 barrels
Toronto, Hamilton, London, Guelph, 2c. less.

Castor Oil.

East India, in cases, per lb. 0 10 0 11
small lots 0 10 0 11

Cod Oil, Etc.

Cod Oil, per gal. 0 50
Pure Olive
Neatsfoot
Gline.

Common
French Metal
Cabinet, sheet
White, extra
Gelatine
Strip
Coopers
Hutner
0 18

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B.

Cold Storage Lining

AND

.. Ruberoid Roofing ..

P. S.—Prices on Application.

65 Shannon Street, MONTREAL.

Special list of low-priced Japanese and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

HORSESHOES.		
F.O.B. Montreal.		
Iron Shoes.	No. 2	No. 1
	and	and
	larger	smaller
Light, medium, and heavy.	3 65	3 90
Snow shoes.	3 90	4 15
Steel Shoes.		
Light.	3 85	4 10
Featherweight (all sizes).	5 10	5 10
F.O.B. Toronto, Hamilton, London and		
Guelph, 10c. per keg additional.		
Toe weight steel shoes.	6 70	

JAPANNED WARE.
Discount, 45 and 5 per cent. off list, June 1899.

ICE PICKS.		
Star per doz.	3 00	3 25
KETTLES.		
Brass spun, 7½ p.c. dis. off new list.		
Copper, per lb.	0 30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.		
Lock, Can., dis., 27½ p.c.		
Cabinet, trunk, and padlock,		
Am. per gross.		60

KNOBS.		
Door, japanned and N.P., per		
doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L.		
screw, per gross.	1 30	4 00
White door knobs—per doz.		1 25

HAY KNIVES.		
Discount, 50 and 10 per cent.		
LAMP WICKS.		
Discount, 60 per cent.		

LANTERNS.		
Cold Blast, per doz.	7 50	
No. 3 "Wright's"	8 50	
Ordinary, with O burner.	4 25	
Dashboard, cold blast.	9 50	
No. 6.	6 00	
Japanning, 50c. per doz. extra.		

LEMON SQUEEZERS.		
Porcelain lined.	2 20	5 60
Galvanized	1 87	3 85
King, wood.	2 75	2 90
King, glass.	4 00	4 50
All glass.	1 20	1 30

LINES.		
Fish, per gross.	1 05	2 50
Chalk.	1 90	7 40

LOCKS.		
Canadian, dis. 33½ p.c.		
Russell & Erwin, per doz.	3 05	3 25
Cabinet.		

Padlock.		
English and Am., per doz.	50	6 00
Scandinavian.	1 00	2 40

MACHINE SCREWS.		
Iron and Brass.		
Flat head, discount 25 p.c.		
Round Head, discount 20 p.c.		

MALLET.		
Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each.	60	2 00

MATTOCKS.		
Canadian, per doz.	8 50	1 00

MEAT CUTTERS.		
American, dis. 25 to 30 p.c.		
German, 15 per cent.		

MILK CAN TRIMMINGS.		
Discount, 25 per cent.		

NAILS.		
Quotations are:	Cut.	Wire.
2d. and 3d.	\$3 60	\$4 10
3d.	3 25	3 77
4 and 5d.	3 00	3 60
6 and 7d.	2 90	3 45
8 and 9d.	2 75	3 25
10 and 12d.	2 70	3 20
16 and 20d.	2 65	3 15
30, 40, 50 and 60d. (base).	2 60	3 10
Steel Cut Nails 10c. extra.		
Miscellaneous wire nails, dis. 70 per cent.		
Coopers' nails, dis. 30 per cent.		
Flour barrel nails, dis. 25 per cent.		

NAIL PULLERS.		
German and American.	1 85	3 50

NAIL SETS.		
Square, round, and octagon,		
per gross.	3 38	4 00
Diamond.	12 00	15 00

NETTING.		
Poultry, 40 and 5 per cent. for McMullen's.		
OAKUM.	Per 100 lb.	
Navy.	6 00	
U. S. Navy.	7 25	

OIL.		
Canada refined (Toronto).	0 13½	
Sarnia Water White.	0 15	
Pratt's Astral.	0 18	
Sarnia, Prime White.	0 14	
American w. w.	0 16½	

OILERS.		
McClary's Model galvan. oil		
can, with pump, 5 gal.	0 00	10 00
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass.	1 50	3 50
Malleable, dis. 25 per cent.		

GALVANIZED PAIRS.		
Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.		
Flaring pairs, discount 45 per cent.		
Galvanized wash tubs, discount 45 per cent.		

PIECED WARE.		
Discount 40 per cent. off list, June, 1899.		

PICKS.		
Per doz.	6 00	9 00
PICTURE NAILS.		
Porcelain head, per gross.	1 50	3 00
Brass head.	0 40	1 00

PLANES.		
Wood, bench, Canadian dis. 50 per cent.		
American dis. 50.		
Wood, fancy Canadian or American, 37½		
to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.		
Miscellaneous, dis. 25 to 37½ per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.		
English, per doz.	2 00	5 00
PLIERS AND NIPPERS.		
Button's Genuine per doz pairs, dis. 37½		
40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBERS' BRASS GOODS.		
Impression work, discount, 60 per cent.		
Fuller's work, discount 65 per cent.		
Rough stops and stop and waste cocks, dis-		
count, 60 per cent.		
Jenkins' disk globe and angle valves, dis-		
count, 55 per cent.		
Standard valves, discount, 60 per cent.		
Jenkins' radiator valves discount 55 per cent.		
standard, dis., 60 p.c.		
Quick opening valves, discount, 60 p.c.		
No. 1 compression bath cock.	2 00	
No. 4.	2 00	
No. 7, Fuller's.	2 50	
No. 4½.	3 00	

POWDER.		
Velox Smokeless Shotgun Powder.	0 85	
100 lb. or less.	0 80	
1,000 lb. or more.	0 80	
Net 30 days.		

PRESSED SPIKES.		
Discount, 25 per cent.		

PULLEYS.		
Hothouse, per doz.	0 55	1 00
Axle.	0 22	0 33
Screw.	0 27	1 00
Awning.	0 35	2 50

PUMPS.		
Canadian cistern.	1 80	3 60
Canadian pitcher spout.	1 40	2 10

PUNCHES.		
Saddlers', per doz.	1 00	1 85
Conductors.	9 00	15 00
Tinners' solid, per net.	0 00	0 72
hollow, per inch.	0 00	1 00

RANGE BOILERS.		
Galvanized, 30 gallons.	7 25	
35.	8 15	
40.	9 25	
Copper, 30.	22 00	
35.	26 00	
40.	30 00	
Discount off Copper Boilers 10 per cent.		

RAKES.		
Cast steel and malleable Canadian list dis.		
50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RASPS AND HORSE RASPS.		
New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heller's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.		
Geo. Butler & Co.'s.	8 00	18 00
Boker's.	7 50	11 00
Wade & Butcher's.	3 60	10 00
Thiele & Quack's.	7 00	12 00
Elliott's.	4 00	18 00

REAPING HOOKS.		
Discount, 50 and 10 per cent.		
REGISTERS.		
Discount, 40 per cent.		

RIVETS AND BURRS.		
Carriage, Section, Wagon Box Rivets, etc.,		
60 p.c.		
Black M. Rivets, 60 p.c.		
Black and Tinned Rivets, 60 p.c.		
Extras on Iron Rivets in 1-lb. cartons, ½c		
per lb.		
Extras on Iron Rivets in ½-lb. cartons, 1c.		
per lb.		
Copper Rivets & Burrs, 35 p.c. dis., and		
cartons, 1c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets in		
½-lb. cartons, 1c. per lb.		
Burrs, iron or steel, 55 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.		
Canadian, dis. 35 37½ per cent.		

ROPE, ETC.		
7-16 in. and larger, per lb.	Sisal.	Manila.
¾ in.	9½	13½
½ and 5-16 in.	10½	14½
Cotton base, ¼-inch and	12	15½
larger.	14½	
Russia Deep Sea.	15½	
Jute.	8	
Lath Yarn.	9½	
New Zealand Rope.	10½	

RULES.		
Boxwood, dis. 75 and 10 p.c.		
Ivory, dis. 37½ to 40 p.c.		

SAD IRONS.		
Mrs. Potts, No. 55, polished.	0 75	
No. 50, nickle-plated.	0 80	

SAND AND EMERY PAPER.		
Dominion Flint Paper, 47½ per cent.		
B & A. sand, 40 and 2½ per cent.		
Emery, 40 per cent.		

SAP SPOUTS.		
Bronzed iron with hooks, per doz.	9 50	
SAWS.		
Hand, Disston's, dis. 12½ p.c.		
S. & D., 40 per cent.		
Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
frame only.	0 75	

SASH WEIGHTS.		
Sectional, per 100 lbs.	3 25	
Solid.	1 50	

SASH CORD.		
Per lb.	0 23	0 30

SAW SETS.		
"Lincoln," per doz.	6 50	

SCALES.		
B. S. & M. Scales, 45 p.c.		
Champion, 65 per cent.		
Fairbanks Standard, 35 p.c.		
" Dominion, 55 p.c.		
" Richelieu, 55 p.c.		
Chatillon Spring Scales, 10 p.c.		

SCREW DRIVERS.		
Sargent's, per doz.	0 65	1 00

SCREWS.		
Wood, F. H., iron, and steel, 80 p.c.		
Wood, R. H., dis. 75 p.c.		
" F. H., brass, dis. 75 p.c.		
" R. H., dis. 67½ p.c.		
" F. H., bronze, dis. 67½ p.c.		
" R. H., 62½ p.c.		
Drive Screws, 80 per cent.		
Bench, wood, per doz.	3 25	4 00
iron.	4 25	5 75

SCYTHES.		
Discount, per doz. net.	9 10	15 00
SCYTHE SNATHS.		
Canadian, dis. 45 p.c.		

SHEARS.		
Bailey Cutlery Co., full nickled, dis. 67 p.c.		
Seymour's, dis. 50 and 10 p.c.		

SHOVELS AND SPADES.		
Canadian, dis. 40 and 5 per cent.		

SINKS.		
Steel and galvanized, discount 45 per cent.		
SNAPS.		
Harness, German, dis. 25 p.c.		
Lock, Andrews.	4 50	11 50

SOLDERING IRONS.		
1, 1½ lb., per lb.	0 37	
1b. or over, per lb.	0 34	

SQUARES.		
Iron, No. 493, per doz	.....	2 40 2 55
" Mo. 494, "	3 25 3 40
Steel, dis. 50 and 5 to 50 and 10	p.c., rev. list	
Try and bevel, dis. 50 to 52½ p.c.		

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U. S. A.

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Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

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For other Provinces.

Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued and tinned	65 and 5
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" bulk	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.

Payson's per doz..... 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.		
Disston's discount 10 per cent.		
German, per doz.....	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.....	0 21
Wrapping, mottled, per pack.	0 50
Wrapping, cotton, per lb	0 17
Mattress, per lb.....	0 33
Staging, "	0 27
Broom, "	0 30

VICES.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz	6 50	13 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White,
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the
list.
Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.
Smooth Steel Wire, base, \$3.00 per 100
lb. List of extras: Nos. 2 to 5, d

vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.—
spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 15 per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net-
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95
No. 9, \$3.20—No. 10, \$1.10—No. 11, \$4.15
No. 12, \$3.35—No. 13, \$3.45—No. 14,
\$4.50—No. 15, \$5.00—No. 16, \$5.25.
Clothes Line Wire, 19 gauge,
per 1,000 feet..... 3 30

WIRE FENCING.

	F.O.B.
Galvanized, 4 barb, 2¼ and 5 inches apart.....	Toronto 3 25
Galvanized, 2 barb, 4 and 6 inches apart.....	3 25
Galvanized, plain twist.....	3 25
Galvanized barb, f.o.b. Cleveland, \$2.95 in less than carlot, and \$3.05 in carlots. Terms, 60 days or 2 per cent. in 10 days.	
Ross braid truss cable	4 50

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Terms, 4 months, May 1.; 3 p.c. off 30 days.

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Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each.....	2 00
" S., per doz.....	5 80
G. & K's Pipe, per doz.....	3 40
Burrell's Pipe, each.....	3 00
Pocket, per doz.....	0 25

WRINGERS.

Leader.....	per doz. \$60 00
Royal Canadian	" 58 00
Royal American	" 50 00
Discount, 45 per cent.; terms 4 months, or p.c. 30 days.	

WROUGHT IRON WASHERS

Canadian make, discount, 25 per cent.

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WITH A FIRM AND
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BASKETS

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75 YEARS.

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The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short, with prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

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This form of tie and stall fixture are sometimes called Niagara pattern.

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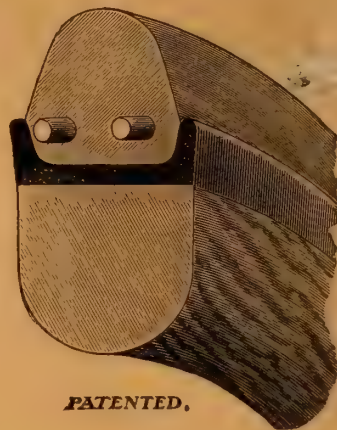
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GALVANIZED FLAT SHEETS

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VOL. XII.

MONTREAL AND TORONTO, SEPTEMBER 8, 1900.

NO. 36

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"Tandem" Metals are better than any other for their purpose, and are, therefore:

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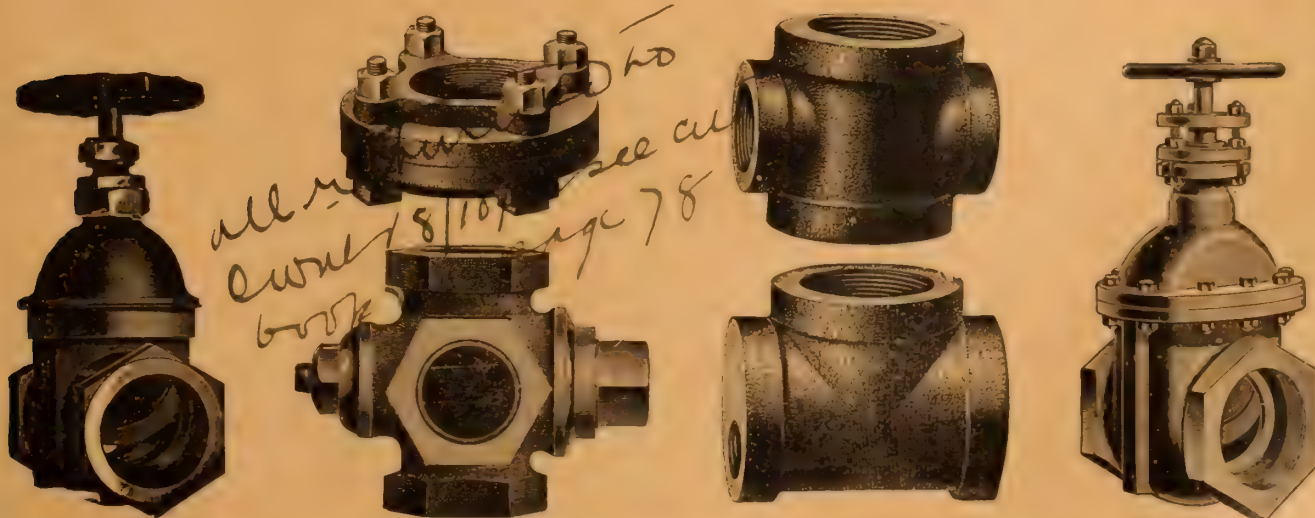


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RIGHT AND LEFT HAND, AND RIGID, WITH FINGER TURN ON BLADE—2, 3, 4 and 5-in. BLADES.



No. 20 "Yankee" Spiral-Ratchet Screw Driver

RIGHT HAND ONLY, AND RIGID. 3 SIZES, EXTREME LENGTH OPEN, INCLUDING BIT—14, 17 and 19-inches.

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TRY "PLYMOUTH" IN 1901?

"Plymouth" Twine Dealers

sell more twine,
have less trouble with sales,
have better satisfied customers,
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General Importers and Exporters and Metal Merchants

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Rods and Tubes.

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Iron Pipe—Black and Galvanized.

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Lead Pipe.

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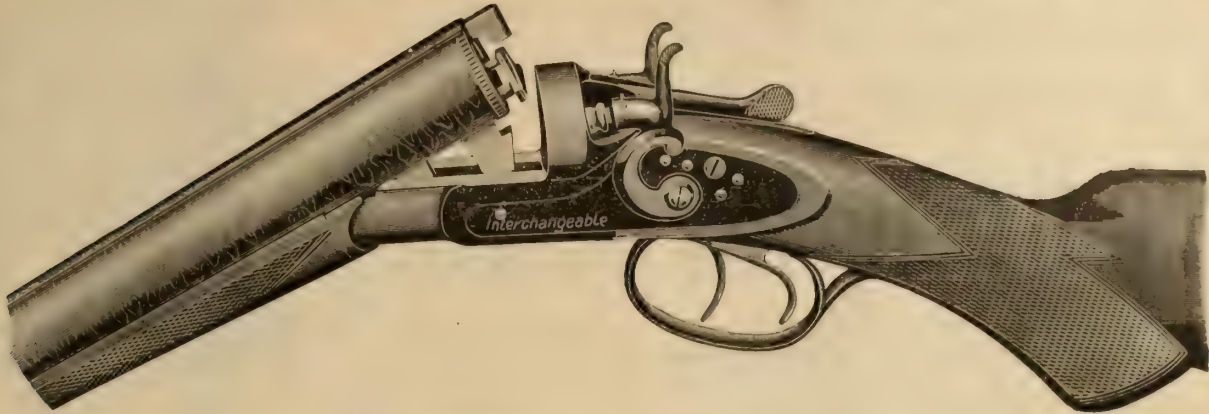
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PLEASE WRITE FOR QUOTATIONS.

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Write for Catalogue full line of Arms and Ammunition.

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Manila Rope
Sisal Rope
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Clotheslines

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Plow Lines

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Shingleyarn
Bale Rope
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Hemp Packing
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Drilling Cables and

Spunyarn
Pulp Cord
Lobster Marlin
Paper Cord
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Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
Orders will not be accepted for second quality or "mixed" goods.

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Montreal, Que.

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Our many lines of coal and wood furnaces offer a range of sizes and styles that afford complete satisfaction—everywhere.

OUR LATEST CONSTRUCTION

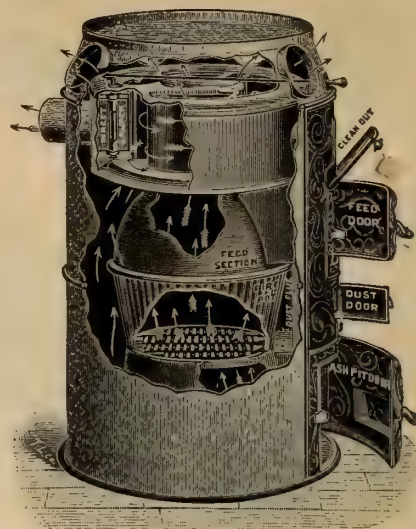
"The Oxford 400 Series"

are unequalled in excellence—combining enormous power with gratifying economy. Their improved points of construction will interest every practical dealer or buyer.

They are made with Steel Plate Radiators, and supplied either portable, as shown, or stationary for brick setting.

Our **Little Ox** and **Oxford Furnaces** for wood are already in favorable use all over the country, their incomparable popularity having been gained by superior merit.

Consult our new catalogue for full information about these splendid lines—to handle them will insure the most satisfying Fall trade.



Oxford 400 Series, Portable.

THE GURNEY FOUNDRY CO., Limited

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THE GURNEY-MASSEY CO, LIMITED. MONTREAL.

The Auer Gasoline LAMP

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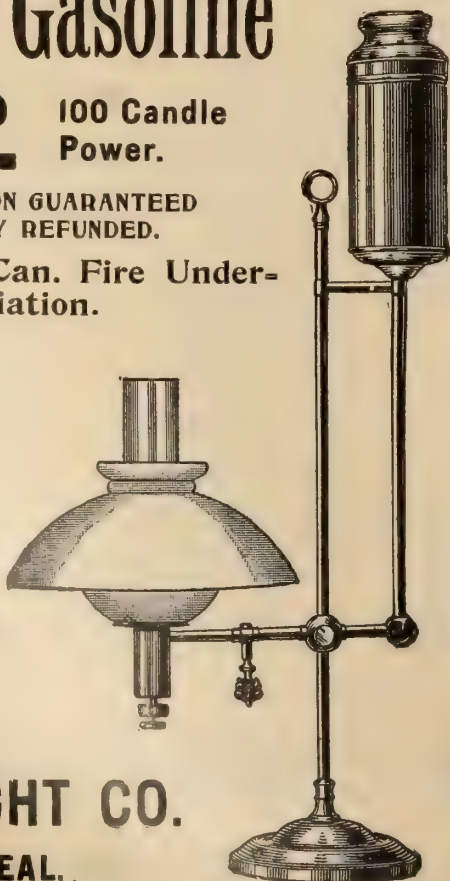
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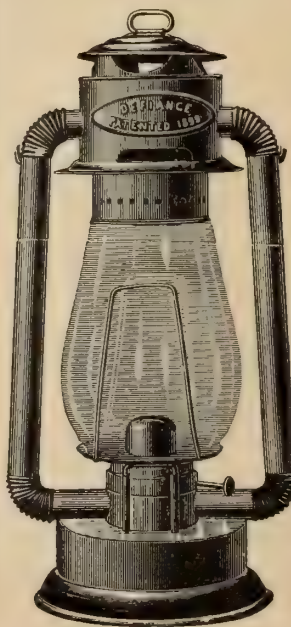
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With **Patent Fluted Plate**, by which the air is admitted so as to come in contact with the Globe, so tending to keep it cool.

Sold by Leading
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The best way for a hardware dealer to insure the success of his business is to handle

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POWDER and GUNS

1 lb. of "Velox Smokeless Powder" is equal to 2 lbs. of Black Powder. W. W. Greener's Guns lead all others. Once used, always used.

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Quickest selling Washing Machine on the market.

None more satisfactory to dealers or users.

Every home requires a good Washing Machine.

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Prices and full particulars on application.

THE...

Dowswell Manufacturing Co.
Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son,
Montreal, Que.



Pipe Threading .. AND Cutting Machines

This cut represents our 5½ and 6½
Combined Hand and Power Pipe Threading
and Cutting Machine.

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The Reputation of Your Store

is affected by every article you sell. You can have no better advertisement than a satisfied customer.

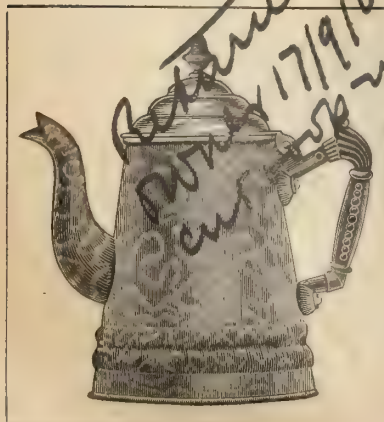
Kemp's Diamond Enamel Ware

will please your customers and draw trade. It is heavy, smooth and double coated. It may cost
you more than some other brands, but it's worth the difference.

We will be pleased to quote.

Kemp Manufacturing Co.

Toronto, Ontario.





VOL. II.

MONTREAL AND TORONTO, SEPTEMBER 8, 1900.

NO. 36.

President,
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Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

CANADA AND THE IRON TRADE.

CANADA as a future competitor in coal and iron is a subject which is dealt with interestingly, although we cannot say exhaustively, by The Iron and Coal Trades Review, of London, Eng., under date of August 24.

In the beginning of the article it pays a tribute to the vast mineral and metallurgical resources of the Dominion, which "are now," to quote The Review's exact words, "beginning to attract some of the attention which they deserve from the capitalists and business men of both Great Britain and the United States, and arrangements are now in progress which are likely before long to

place Canada in a prominent position among the iron and steel producing countries of the world."

It next refers to the iron and coal deposits of Nova Scotia and Newfoundland, and what is being done to develop the iron industry in Nova Scotia and in Ontario, concluding as follows: "The people of Canada, and those who are behind them in these enterprises, anticipate that they will be able to find considerable markets in Europe. This is especially predicted of the Cape Breton plant, where pig iron can, it is believed, be produced at 25s. per ton. The output of the plant will probably be fully 350,000 tons a year. The output of the Hamilton plant will be larger still. The two together may be equal to over 750,000 tons a year of pig iron. The present output of pig iron in Canada is rather over 100,000 tons a year."

In the article above referred to, The Iron and Coal Trades Review leaves out of its consideration altogether two blast furnaces in Ontario, namely, those at Deseronto and Midland, respectively, the former of which has been in operation nearly two years, and the latter is now completed and ready for operation. The Deseronto furnace makes nothing but charcoal iron, and its output last year was nearly 12,000 tons. The capacity of the Midland furnace is about 30,000 tons annually.

The Review is also misinformed in regard to the bounty on steel. It is not \$5 per ton, but \$3 per ton when "manufactured from ingredients of which not less than 50 per cent. of their weight consists of pig iron made in Canada."

A CANADIAN RAILWAY ANNEXED.

THE NEW YORK SUN has for many years been an advocate of the annexation of Canada to the United States, but we were not aware until now that it had already begun the work of annexing by taking possession of the Canadian Pacific Railway.

When that railway was built it was certainly in Canada, but, according to a paragraph printed in The Sun the other day, it is now one of the ten great railways of the United States, standing third in order.

The New York Central comes first with 10,430 miles, Pennsylvania second with 10,392 miles, and the Canadian Pacific third with 10,018 miles.

Of course, three or four hundred miles of the Canadian Pacific run through the United States territory, but a fractional part is by no means the whole except in the eye of The Sun.

When a merchant's head becomes big his trade becomes small.

GIVE FULL VALUE ALL THE TIME.

Merchants who give full value to their customers are thereby enhancing their own value to their customers. And naturally the higher the value the customer sets upon him the tighter is the hold the merchant has upon his trade.

It is safe to be honest all the time, but it is unsafe to be dishonest even a part of the time.

Lethargy creates rust in business and yet as a lubricant there is scarcely anything that will facilitate better a man's tendency towards failure.

CARTAGE AND BOXING CHARGES.

A NUMBER of complaints have come to **HARDWARE AND METAL** from retailers in regard to the charges for cartage and boxing.

The minimum charge for carting a parcel from the warehouse of the wholesaler to the station at the shipping point is 10c. per package. When the parcel is a small one the charge becomes quite a tax on the retailer, particularly when he has to pay the same amount again for cartage from the local station to his own warehouse.

The feeling among the retail trade is becoming very strong in regard to the matter, and particularly as there is no such charge imposed for cartage at the other end when they import from the United States. And this fact is inducing retailers in this country to bring more goods in from the United States instead of placing their business with manufacturers and jobbers in Canada.

One large retailer in Western Ontario has heard to remark the other day that, on account of the cartage charges, he intended importing every dollar's worth of goods that he could from the other side of the line.

It may not be patriotic, but dollars and cents are more potent forces with a good many than the quality of patriotism.

With regard to the charges for boxing, the feeling is much the same although not so pronounced.

HARDWARE AND METAL is informed that whereas boxing is, as a rule, charged for by manufacturers and wholesalers in Canada, it is a rare exception when importers have to pay any such charge on goods they buy in the United States.

As far as the charge for boxing is concerned, it must, of course, be remembered that boxes are costing manufacturers and wholesalers nearly 100 per cent. more than they were a year or two ago. But it seems to us that the charge would be decidedly less objectionable if it was embodied in the cost of the goods instead of being made a specific one. In fact, some of the retailers whom **HARDWARE AND METAL** has spoken to in regard to the matter have stated that there would be decidedly less objection were such a method employed.

One of the grievances importers in this

country have in regard to British goods is that they are compelled to pay for boxing, and thus do not frequently know what the exact cost of the goods imported will be until the invoice is received. Some of the retailers take a similar position in regard to the boxing charges by home manufacturers and jobbers.

The question of cartage charges at the shipping end of the line is perhaps the most difficult to solve, but the very fact that it not only threatens, but is actually taking away trade from the Canadian manufacturer and jobber warrants its being energetically grappled with.

THE OUTLOOK FOR NEW BROOMS.

IN another three or four weeks corn brooms made from the new season's crop will probably be put upon the market by the manufacturers in Canada. With the near approach of that time some interest is naturally being excited as to the possibilities of prices on this particular line.

Broom corn, like a good many other commodities, is subject to unexpected influences. Consequently, forecasts in regard thereto may not always be fully realized.

At present, however, there are certain conditions in regard to the broom corn market which are well worth pointing out.

The crop of corn this year appears to be a fairly good one as far as quantity is concerned. But while there is quantity there is not the same assurance in regard to quality. The trouble is caused by a more than usually large supply of red-tipped corn.

Then the season has been a little backward, while rains have retarded the drying process. Private letters to hand this week from the broom corn districts in Illinois clearly prove that.

Now, as to prices. It is probable that the range will be lower than last year. But it is by no means certain. Last year most of the broom corn supply on this continent was controlled by a trust. Although so far this season the trust has largely confined its efforts to making offers here and there, it has been sufficiently active to cause the farmers to hold their crop at figures which the manufacturers consider to be unduly

high. Just how far the trust will go remains, of course, to be seen.

Another influence which promises to have a steadying tendency on the price of brooms of Canadian manufacture is the fact that the stock of brooms in dealers' hands in this country is more than usually low. Naturally, under such circumstances, when the new brooms come upon the market a good demand may be expected, and when manufacturers are kept busy filling orders they do not usually reduce prices. Stocks of brooms are also light in the United States.

Furthermore, brooms are at present cheaper than the cost of raw materials warrants, being based on lower figures than stock can be bought at to-day.

Taking everything into consideration, **HARDWARE AND METAL** would not advise dealers in brooms to allow their stocks to become depleted. Neither would it advise anticipation of wants. But, it would urge them to keep supplied for immediate requirements, particularly as the best grades of brooms are not likely to experience much reduction in price. And then it is poor policy to allow stocks of any kind to run so low that customers cannot be supplied.

The past year, it appears, was not as profitable for the broom manufacturers as one might have thought. This was due in the first place to the fact that the crop of 1899 ran to long brush, and, in the second place, the profit on high-priced brooms is no more per dozen than when corn is cheap.

THE PRICE OF BARB WIRE.

JOBBERs in Canada have made a reduction in the price of barb wire from stock even greater than that made by the United States manufacturers.

As announced last week, the manufacturers across the border made a reduction of 10c. per 100-lb. on Canadian account. This put the price at \$2.85 f.o.b. Cleveland in carlots, and \$2.95 in less than carlots.

But the jobbers in Canada have reduced their prices on barb wire from stock by 25c. per 100 lb., making the quotation \$3 instead of \$3.25 as formerly.

The explanation of the reduction of 25c. by the jobbers, instead of 10c. as per the manufacturers, is that some of the former have heavier stocks than they desire to carry at this time of the year.

THE MANUFACTURERS AND THE TARIFF.

THE most fastidious would find it difficult to pick a flaw in the subjects which the management of the Canadian Manufacturers' Association submitted for discussion at the convention of that organization in Toronto last week. A difference of opinion may exist in regard to the views expressed by some of the delegates concerning certain questions, but that does not affect the subjects themselves.

The most delicate subject was, of course, the Customs tariff, but both in the report by the Tariff Committee and in the discussion which followed, its consideration was characterized by a business, and not a partizan spirit. This is as it should be, for there is scarcely anything that would weaken the association more and destroy its usefulness than the idea to go abroad that it was a donkey engine to either of the political parties. At one time this idea did obtain, but after the experience of last week we do not see how it can any longer obtain, even in the mind of the most sensitive politician.

There was one recommendation in the report of the Tariff Committee which it seems to us the Government should comply with, and that is in regard to the preference on foreign goods which have gone through a partial process of manufacture in Great Britain.

At present, the preference of 33⅓ per cent. is accorded foreign goods upon which labor equal to at least 25 per cent. of the cost has been expended in Great Britain. This has been the cause of some irritation, and already the Customs Department has cut off some of the articles which were at first accorded the privileges of the preferential tariff.

What the Canadian Manufacturers' Association asks is that the value of the labor expended in Great Britain on goods originating in foreign countries shall be, at least, equal to 50 per cent. It is not an unreasonable request; and of its justice there is no doubt.

The convention expressed itself in no uncertain way in regard to the question of insolvency legislation, and adopted a resolution calling upon the Dominion Government to pass a general bankruptcy Act "which will provide for the speedy, equi-

table and economical distribution of estates of insolvent persons in Canada."

The boards of trade from one end of the country to the other have already demanded a general bankruptcy law. And now the Canadian Manufacturers' Association has fallen into line.

Unless the Dominion Government desires to array the business men of the country against it, how it can much longer refuse to accept its recommendations in regard to insolvency legislation it is difficult to understand.

The recommendation of the association that the manufacturers in their different centres should form branches for the consideration of local questions, it is to be hoped will be fruitful of good results. Local associations can after all do a power of good and do it quickly too.

There was no hesitancy on the part of the convention in expressing its opinion in regard to the transport question. The railways were well dubbed the "Masters of the Dominion," for masters they certainly are. The manufacturers realize this as much as anyone. What the Manufacturers' Association would have the Government do as a slight measure of relief is to develop the canal system of the country as speedily as possible.

Other matters in regard to which the convention expressed its approval were technical education, preferential trade within the Empire, the sending of a representative to the Pan-American Exposition, and a collective exhibit at the Glasgow Exhibition.

GRAND PRIZE WINNERS AT PARIS

THE Paris correspondent of The New York Tribune, in the course of a lengthy letter, gives an interesting analysis of the position of the various countries in respect to the grand prizes which each have secured.

France comes first, but, as the country in which an exposition open to the world is being held has an enormous advantage over the competitors from foreign countries, the correspondent wisely eliminates France from his analysis, and confines himself to the exhibits of Great Britain, the United States and Germany.

Germany, to the surprise of a great many people, carried off the greatest number of grand prizes, namely, 251. Next in order come the United States, with 218, while Great Britain comes third with 179.

Taking class prizes, Germany again leads with 51. The United States rank second with 31, and Great Britain third with 30.

In steam engines, Germany, according to the correspondent, had altogether the best in the Exposition. In electric light plant she had it all her own way, while in household furniture her exhibits were 50 per cent. better than those of either the United States or Great Britain.

Germany appears to be causing more surprise at Paris than she even did at Chicago seven years ago.

THE IRON MINES OF NOVA SCOTIA.

IN an editorial which recently appeared in The American Manufacturer it was stated that the cost of making pig iron by the Whitney plant at Sydney, Cape Breton, would be about \$5.50 per ton. This has brought a reply from Geo. B. Cowlan, who contends that the estimate is too low.

He also grasps the opportunity of making a comparison between the Belle Isle ores and those of the recently discovered range in Antigonish County, Nova Scotia. The supply of Belle Isle ores, he estimates, is only about 20,000,000 tons, instead of 30,000,000 tons, as estimated by some authorities. Based on his estimate, he claims that only 10,000,000 tons of pig iron can be made from the Belle Isle ores. Coming to the Antigonish County ores he says:

Here in a ridge nine miles long and in the main 1,000 feet high, parallel with and a couple of miles distant from the Straits of Northumberland, are vertical veins of solid, compact hematite, averaging something over 50 per cent. metallic iron, with a total width of 98 feet. It is estimated that in the nine miles there are 450,000,000 tons of ore above sea level, nine-tenths of it above drainage level, with possibility of increase from incoming new veins and certainty of increase by going below sea level. These veins are all disclosed in a narrow gorge which cuts the mountain to its base and have been faced up at various levels from summit to bottom of gorge. They have been traced and in many cases cut along the top and ends of the range showing their continuance throughout with no change except that the veins broaden somewhat in the southwest end of the range, which is the higher and broader part of the mountain. These ores can be mined at a cost not above quarrying, very cheaply transported to numerous harbors by the building of about 30 miles of railroad, and can be laid down in English ports, 2,000 miles distant, at a cost of \$1.25 to \$1.50 per ton, to our Atlantic ports at even lower figures, barring a duty of 40 cents. With these ores in British hands the export trade in both ores and iron and steel from America can be not only controlled but absorbed, as the quantity of ore is sufficient to furnish 5,000,000 tons of pig iron a year for 40 years or more and may be largely increased.

Mr. Cowlan also points out that 10 miles away is to be found an abundant supply of limestone.

THE CULTIVATING OF CUSTOMERS.

INDEPENDENCE in business is a particularly bad thing when ostentatiously shown, remarks a writer in *Fame*. No merchant can afford to ignore a customer, even if his store be crowded the whole day long. He cannot treat even the smallest buyer with contempt. Each customer is one of the "mighty atoms" that go to make up his big receipts. He must be carefully polite to the most lowly of his patrons, for it is the individual purchasers that contribute to his general success.

We all know well that it is the study of, and attention to little things, that build up big businesses. Perhaps

THE SMALLEST THING

to think of in a great and busy store is the individual buyer who spends but little, yet looks for much attention and gives a lot of trouble. He or she may be a bore, but it is not good policy to offend them. They need cultivating, more reasoning with, perhaps, but be careful not to insult them.

These people are cranks, and are often hard to tolerate, but their money is as good as anybody's, and, moreover, they might talk outside about you if you offended them, and not their trade alone, but that of many others, would be lost. I know a very

WELL-MANAGED STORE

where a good plan is adopted in the treatment of what we can properly term "objectionable customers," because they really are such in their personalities, although their dollar contains as many cents as that of their neighbor.

This plan is to send to the "crank" the most patient and good-humored salesman that is at liberty. Some salespeople—not too many, I am afraid—are gifted with an extraordinary amount of patience, and for that very reason they exercise a great influence over persons who are the opposite to themselves in temperament. By wisely assigning the cheerful salesman to the irritable or fault-finding customer,

MUCH FRICTION

can be prevented and many patrons saved.

Every storekeeper who is looking for a permanent business must work intelligently to that end. A trade is built up by units, by odd customers coming in now and again and remaining customers. This is the secret of every business success, keeping the customers when you have got them. This can only be done by watching them carefully and seeing that they get proper attention, each according to his kind. While we are all careful of our general health, we do not neglect the little toe or an odd finger. Every member of the body, however insignificant in apparent importance, seems to

have our special care, and this is just the kind of care that every customer needs.

GET AS MANY NEW CUSTOMERS

as you can, but don't lose any old ones if you can help it, and you can help it if you so desire.

I think it pays every storekeeper to know as many of his customers personally as he can get acquainted with, and an observant man can soon know many by sight, if he cannot remember the names. A kindly smile or nod of recognition is often enough, a passing word or two if time allows. All these count in the long run, and make your buyers personal friends.

I have frequently noticed that some stores, which do not make special pretence to carry bargain counters, are yet the mecca for large numbers of customers, and on inquiry I have found that the reason for this is that the proprietors have

CAREFULLY "CULTIVATED"

these loyal customers in the past, and they would not think of taking their trade elsewhere now. And, as a contrary instance, I know a few big stores where good goods are sold regularly at fair prices, and they have been unable to keep their customers, for the reason that the management did not know how to handle them.

Which goes to show that it is a mighty strong point to know just how to take care of the average shopper to-day.

WORM IN WOODWORK.

The ravages of worms and insects are among the principal causes of the destruction of timber. Some woods are more subject than others to be destroyed by them, such as alder, beech, birch, and in general all soft woods of which the juices are of a saccharine nature. Against the common worm oil of spike is said to be an excellent remedy; and oil of juniper, or of turpentine, will prevent them in some degree. A free use of linseed oil is a good preservative, and so is a covering of copal varnish; but these can be applied to small articles only.

Another application is sulphur which has been immersed in nitric acid and distilled to dryness, which, being exposed to the air, dissolves into an oil; the parts to be secured from the worm are to be anointed with this oil, which does not give an unpleasant odor to the wood. Lime is an excellent prevention against the worm, and sap-wood should always be impregnated with it when used in a dry situation. As worms do not attack bitter woods, soaking wood in an infusion of quassia has been tried, and is said to have the desired effect. —National Builder.

HOW TO MAKE PAINTS FOR TICKETS

ANY dry color, mixed with a little turpentine and mucilage, makes a good paint, but for the nicest and most satisfactory paint the following formula will be correct, according to an exchange. If for a purple, red, green, blue, or any desired color, take a package of Diamond dye. Put about quarter of the package in a cup and add enough mucilage to it to make a thick paste (no more). Then add water enough to give it the right shade. For darker or lighter shades of one color increase or decrease quantity of water. For instance, if you have a dark blue and require a pale blue add enough water to give it the desired shade. By mixing two shades together other colors can be made. For instance, yellow and dark blue make green. Other colors are made in the same way. One package of dye will last a year. If paint dries up in a cup, add water and stir, and it will be found as good as ever again. The ordinary brush is a camel's hair, No. 12 or 15. A brush for each color is preferable, but one brush is sufficient for all the colors, as it can be used for all colors by rinsing it in a cup of water several times before using a different color from the first one.

Any intelligent clerk can make good cards with a little perseverance and practice. It is surprising to a beginner how fast he will pick up the art, and, with a little patience and steady practice, will soon be able to write a good business show-card. Give the letters lots of room. Don't crowd. Say as little as possible on the card, and to the point. One fault with most card-writers is that they say too much, and spoil it. A card is no use unless it can be read at a glance. Practise simple letters at first. Rule your lines lightly with pencil and draught out the letters with pencil before going over with the brush. Do the outside edges of the letter first and then fill in the centre afterwards. The simple style of letter is considered the best. Fancy letters cannot be easily read. The beauty of a neat business-bringing card lies in its simplicity. The plain white cardboard is preferable, and can be bought at any stationer's in sheets about $2\frac{1}{2} \times 3$ feet for about 3d. per sheet.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

Albert Bussiere, general merchant, Stanfold, Ont., has assigned.

Peter Welch, general merchant, Rawdon township, Ont., has assigned to T. J. Thompson.

PARTNERSHIPS FORMED AND DISSOLVED.

McKay & Walker, blacksmiths, Rossland, B.C., have dissolved.

Dagenais & Gauthier have registered as carriagemakers in Montreal.

Partnership has been registered by The Air Compartment Tire Co., Montreal.

Charlebois & Martineau, dealers in bicycles and sporting goods, Montreal, have dissolved.

J. McGowan & Co., general merchants, Delhi, Ont., have admitted J. D. Abraham into partnership.

Dutton & Partridge, general merchants, Sintaluta, Man., have dissolved. D. J. Dutton continues.

John A. Sanderson and Morgan E. Harris have registered under the style of Sanderson & Harris, manufacturers of churns, etc., Brantford.

SALES MADE AND PENDING.

J. G. Finch, general merchant, Mandamin, Ont., is about selling out.

B. Purnell, blacksmith, Lynden, Ont., is advertising his business for sale.

Hatch & Co., hardware dealers, Toronto, are advertising their stock for sale by tender.

The real estate of E. Wodon, general merchant, St. Ambroise de Kildare, Que., has been sold.

Morphy & Co., general merchants, Forest, Ont., have sold out at 75c. on the dollar to J. Maylor & Son.

The stock of J. W. Danbrook, general merchant, New Bridge, Ont., is advertised for sale by auction.

The stock of the "Bargain Apolis Store," London, Ont., is advertised to be sold by auction on Monday, September 10, at the auction rooms of J. W. Jones, Dundas street, London. The stock includes \$8,432 dry goods, \$2,852 millinery, \$1,257 teas, crockery, etc., and \$1,350 shop furniture and fixtures.

CHANGES.

John McMillan has started as blacksmith in Westboro', Ont.

W. J. Moore, blacksmith, Strathroy, Ont., is giving up business.

Chas. H. Patterson, blacksmith, Florence, Ont., has closed up his business.

R. Scott, general merchant, Tory Hill, Ont., has sold out to J. W. Wallace.

George Kernahan, general merchant, Thedford, Ont., has sold out to R. McKenzie.

C. W. Anderson, general merchant,

What Is It?

What is it that measures success in business? Its growth, is it not?

A paint trade that doesn't grow isn't a success, whether it's the trade of a small dealer, large dealer or manufacturer.

Growth—large growth—characterizes

THE SHERWIN-WILLIAMS CO.

We have made bigger gains than ever this year. We're growing in every direction. We're putting up new buildings to take care of the growth, and these buildings are one of the best evidences of the success of S.-W. P.

We grow because the dealers who handle S.-W. P. are growing.

You'll be growing too if you take hold with us.

**THE SHERWIN-WILLIAMS CO.**

PAINT AND VARNISH MAKERS.

CLEVELAND.
CHICAGO.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO.

SAN FRANCISCO.
KANSAS CITY.



Campbellville, Ont., is removing to St. Catharines, Ont.

Mrs. E. Simard has registered as proprietress of Ernest Simard & Cie., general merchants, Iberville, Que.

Wm. M. Knowles has registered as proprietor of W. M. Knowles & Co., coal and wood merchants, Montreal.

FIRES.

D. Doherty, painter, Ottawa, has suffered damage by fire; fully insured.

McLean & Co., bicycle dealers, Winnipeg, have been burned out; insured.

James Lawrie, coal and wood dealer, Hamilton, Ont., has suffered loss by fire.

Alexander Jarvo, hardware dealer, Cornwall, Ont., has suffered damage to his stock by fire; insured.

DEATHS.

D. McDougall, general merchant, etc., Main A'Dieu, N.S., is dead.

Robert Evans, of Robert Evans & Co., dealers in seeds, etc., Hamilton, is dead.

Robt. Randolph, of Rinciman, Randolph & Co., general merchants, etc., Bridgetown, N.S., is dead.

A bed of marl, from which Portland cement is made, has been discovered in Walkerton, Ont. The deposit runs from one to five feet deep.

SHE MEANT WELL.

Last summer, a woman shipped her husband's remains and a dog over the Dominion Atlantic Railway. At Coldbrook, she appeared at the door of the baggage car to see how they were getting along.

"How does he seem to be doing?" she asked, with a sniff.

"Who, the corpse?" inquired the baggagemaster kindly.

"No, the dog."

"Oh, he's comfortable," replied the baggageman.

"Anybody been sitting down on him?"

"Who, the dog?"

"No, the corpse."

"Certainly not," replied the baggageman.

"Does it seem cool enough in there for him?"

"For who, the corpse?"

"No, the dog."

"I think so," grinned the baggagemaster.

"Does the jolting appear to affect him any?"

"Affect who, the dog?"

"No, the corpse."

"I don't believe it does."

"You'll keep an eye on him, won't you?" she asked, wiping a tear away.

"On who, the corpse?"

"No, the dog."

And, having secured the baggageman's promise, she went back to her coach, apparently contented. —Exchange.

HALIFAX BOARD OF TRADE.

THE quarterly meeting of the Halifax Board of Trade was held on Wednesday afternoon last week. President Black occupied the chair. There were present: W. A. Black, C. C. Blackadar, G. W. C. Bonner, C. J. Troop, E. G. Smith, J. T. Wood, W. J. Clayton, J. A. Chipman, W. L. Kane, W. A. Major, N. B. Smith, E. J. H. Pauley, C. W. Hayward, James Hall, Hon. W. Ross, G. S. Campbell, J. E. DeWolfe, C. Lundy, Hon. L. G. Power, T. Forhan, F. G. J. Comeau, F. Simson, A. B. Crosby, E. D. Adams, T. Mowbray, G. C. Cook, E. G. Kenny, F. Ronane, G. Mitchell, M.P.P., H. St.G. Tucker.

In his review of the board's work for the quarter, President Black stated that at the council meetings the electric tram and the telephone had been among the matters discussed. As to the former, the board had received an assurance that the Oxford extension would be made, but that first they wanted a settlement of the city electric lighting contract, because the work for both could be more economically done concurrently. As to the telephone, a new switchboard would be put in at the earliest possible hour. Railway matters, tariff rates, etc., had received much attention. The question of a fire boat for the water front had been considered, but only small progress had been made. Respecting West Indian trade, the Government had been urged to open up negotiation with Trinidad for reciprocal trade between that Island and Canada. Work on the dredging of a rock in one of the deep water docks would likely be started as soon as money for this purpose had been voted.

Arthur Pyke, T. C. Dougherty, J. P. Fairbanks, Hector McInnes and Michael Dwyer were elected members of the board.

Senator Power, one of the Halifax delegates to the annual meeting of the Maritime Board of Trade at Kentville, N.S., gave the report of that meeting. He considered the speech of the out-going president, M. G. De Wolfe, an excellent and appropriate one, and expressed the opinion that the Maritime Board was to be congratulated on its new president and secretary, Messrs. Loggie and D. H. Smith, of Chatham.

NEW HARDWARE FIRM.

We feel a special pleasure in announcing to our readers the advent of two of our own estimable young citizens into the ranks of the business men of Bowmanville, the change having taken place on September 1. Mr. Harry Rice, who has been the directing mind of the hardware business carried on by Mr. R. Worth for several years, has bought out Mr. Worth, and, with his brother, Mr. Charles F. Rice, will carry on the business

in the firm name of Rice & Co. Both brothers have been in the employ of Mr. Worth for several years, and have been given every responsibility and confidence in connection therewith. "We are sure," says The Bowmanville Statesman, "these young men have the implicit confidence of every other business man in Bowmanville,

and all wish them abundant success in their business venture."

The coal areas, mine equipments, real estate, buildings, machinery, etc., of the General Mining Association, Cape Breton, have been sold to the Nova Scotia Steel Company for \$1,500,000.



THIS CUT

illustrates the

SAFEST REVOLVER MADE

The Iver Johnson Safety Automatic

THIS REVOLVER CANNOT BE DISCHARGED ACCIDENTALLY.

SEND FOR COMPLETE CATALOGUE.

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—304 Main St.

FITCHBURG, Mass.

Gilbertson's Galvanized Sheets

PATENT

COMET BRAND

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

"GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"
"Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S TERNEPLATES. "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

ALEXANDER GIBB,

Agent

13 St. John Street, MONTREAL.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY.

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE.

IF YOU VISIT TORONTO CALL AND SEE OUR SAMPLE-ROOM.
MANY IN THE TRADE TELL US "IT IS THE BEST SAMPLE-ROOM IN CANADA."

Winchester
Repeating
Rifles
and
Shot Guns

Marlin
Repeating
Rifles

Stevens'
Single-Shot
Target and
Sporting
Rifles

Winchester
and
Lyman
Sights

Gun
Implements

Gun and
Cartridge
Bags
etc.



H. Pieper's
Breech-
Loading
Guns

(Air Rifles

Flobert
Rifles

Revolvers

Ammunition
Loaded
Shells
Shot
Wads
and Caps

"Dead Shot"
Black
Powder

Schultze
Smokeless
Powder

Canadian
Sporting
Powder
etc.



FRONT HALF VIEW OF SAMPLE-ROOM.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY.

Graham Wire and Cut Nails are the Best.

OUR PRICES
ARE RIGHT.

A CORNER FOR CLERKS.

Personal and other items for this department will be gratefully received.

I DON'T BLAME HIM.

BY MRS. M'CONAUGHY.

WHENEVER C. heard of a person making a little money for himself in an illegal way, he was wont to remark :

"Well, I don't blame him a bit. His employers don't give him half enough wages, and if he can add on a little by his wits, let him do it. His employers can't miss such a trifle, and it will add a good many comforts to him."

Such being the man's theory of life, it is not strange if he kept a good lookout for chances to "better his own condition." He was a man of good address and efficient working habits, and had secured a very good paying position, supporting his family well. He understood his business thoroughly and was several times promoted, and the chances were good for rising to the highest position in it. But that greed for a little more gain and that hollowness of principle that led him to think the end justified any means, proved most disastrous to his interests. The extra dollar or less he absorbed daily might seem like quite an addition to his income, but it proved dear money. By and bye an old Jew came along who made acquaintance with several parties in the business and adroitly drew them out, until enough evidence had been acquired, when he appeared in his true character of a detective, and the men were discharged. It was a bad outlook for men with families to support at the beginning of a new season. To be discharged "under a cloud" was no recommendation to a new situation.

One familiar with C.'s sentiments remarked that the occurrence was no surprise to him. The man who can say of a criminal "I don't blame him," is not one to be long trusted. Condoning crime in others is but a step removed from crime in ourselves.

The pier of one of our great steamship lines was once found to be riddled through and through with the little insect which feeds on such timbers ; so it had to be all repaired, or some day it would have crushed like a shell. A man whose principles are eaten through is not more reliable and far harder to repair.

It is the fashion of the day to "make light" of almost everything, however serious, distressing, or wicked, and it is an evil, undermining fashion. It throws all

things into a false light, just as stained glass does a landscape. Straightforward candor is the mark of a noble nature, and a far better spirit to cultivate than the hollow, mocking tone which turns life, with all its solemnities, into a jest. Alas ! too often the jest turns to the apples of Sodom, and only ashes and bitterness remain. A fine, discriminating sense with regard to right and wrong cannot be cultivated too assiduously, and it is a letter of recommendation that never deceives.

INQUIRIES FOR CANADIAN PRODUCTS.

THE following were among the recent inquiries relating to Canadian trade received at the office of the High Commissioner in London during the week ending August 23 :

1. A London paper agent, who is about to visit Canada shortly, desires to hear of new paper and pulp mills not represented here, especially those able to produce large quantities of "news."
2. A firm of importers of canned meats and fruits desire to be placed in communication with Canadian exporters of such products.
3. The South-African agent of a large firm of London general merchants, now in this country, is open to represent one or two first-class Canadian manufacturers willing to compete in South Africa. Preference given to such firms who would keep stocks in South Africa and who have London connections.
4. An English engineering firm whose speciality is pulsometers desire to hear from a responsible firm in Canada willing to act as agent.

[The names of the firms making the above inquiries will be supplied on application to the editor of **HARDWARE AND METAL**. When inquiring kindly give date of issue and number of paragraph.]

NAPHTHA.

The term naphtha was originally confined to the liquid hydro-carbons which exude from the earth in some districts of Russia, but afterwards it was applied to natural inorganic oils in all parts of the world, says an exchange. When mineral burning and lubricating oils came generally into use, there was a good deal of misunderstanding until the expression "naphtha" was abandoned as a generic term, and the burning and lubricating classes were called petroleum. Now we understand naphtha to be merely the inflammable product of crude mineral oils and tar, and it is generally sold under the designation of naphtha spirit. A

great deal of varnish-paint and compositions for ship's bottoms is made with naphtha, and all these paints are of a highly dangerous character, and require great care in the using. American petroleum is much richer in naphtha spirit than Russian oils, giving as much as 15 per cent., against about 6 per cent. of the latter. Benzine, benzoline, and gasoline are all preparations of naphtha spirit. Caoutchine is a spirit very similar to naphtha, obtained from india-rubber. If paraffin-wax be dissolved in naphtha-spirit, the liquid so obtained will make anything saturated with it absolutely damp-proof.

PROSPERITY IN DAWSON CITY.

THE United States consul at Dawson City, under date of July 16, writes as follows : "Dawson appears to be starting in on a new era of prosperity. Warehouses and wharves are being built ; a new steamship company, with three good vessels, started to do business this month ; a new post office is in course of erection ; and estimates are in for a new court house and a new gold commissioner's office, as well as for an executive building for the commissioner of the Yukon Territory.

"We are now having a plentiful supply of vegetables, brought in by steamers and scows. Potatoes that retailed for \$1 per lb. a month ago, can be had now for 20c. per lb., or 8c. per lb. by the sack ; beef and mutton are down to 40c. per lb. Notwithstanding this, prices at restaurants are just the same.

"Three cases of smallpox have developed lately ; all have been isolated, and the utmost vigilance is exercised by health officers.

"The local council, in order to raise a sum of about \$100,000 per annum, has had property, etc., liable to taxation in Dawson assessed as follows :

Land	\$1,007,330
Improvements	1,487,580
Volume of business	9,392,800
Incomes	1,448,100

Total..... \$13,435,810

"Mining machinery keeps coming in in large quantities ; working by machinery pays well to any who have the money to invest."

ONE OF LIFE'S INCONGRUITIES.

People leave the country and live in the city for 50 weeks to get money and in the summer they go back to the country for two weeks to get health.

And yet people persist in telling us that health is the greatest of all wealths.

Mr. E. B. Nixon, of the Hudson's Bay Co., Winnipeg, is in Toronto on one of his periodical buying trips.

CHARLES MACKENZIE DEAD.

CHARLES MACKENZIE, senior partner of the Sarnia hardware and oil firm, C. Mackenzie, Milne & Co., died at his home in Sarnia on Monday. He had been in poor health for some years, and had lost his sight for some months. In the hope of recruiting his health he recently went to the seaside and returned apparently much improved. On Saturday morning last he submitted to an operation, by which his sight was restored, and it was hoped that this would have a beneficial effect upon his general health. The reverse was the case, however, for at 8 o'clock Monday he lapsed into unconsciousness, and did not again regain his senses.

In addition to his large hardware and oil interests, Mr. Mackenzie was identified with many of the larger business institutions of the town, being director of the Sarnia Street Railway Company and the John Goodison Thresher Company, and president and director of the Lambton Loan and Investment Company. He was also president of the Sarnia and Florence Plank Road Company, in which he took a deep and active interest for many years.

He was largely instrumental in forming plans for the construction and equipment of the Sarnia General Hospital, and contributed largely to its maintenance. He filled many offices of public trust, having been warden of the county of Lambton, a member of the council of the town of Sarnia and member for West Lambton in the Ontario House.

Mr. Mackenzie was born in Dunkeld, Scotland, and was the youngest of seven brothers, one of whom was the late Hon. Alexander Mackenzie, Premier of the Dominion. He leaves a widow, five sons and three daughters.

AN UP-SIDE-DOWN SAMPLE-ROOM.

In the advertisement of H. S. Howland, Sons & Co., published in last week's issue, were two cuts showing the firm's sample-room. Through an inadvertance one of the cuts was printed up-side-down. **HARDWARE AND METAL** apologizes, particularly as the sample-room is anything but an up-side-down affair, as the many country customers who have visited there during the Industrial Exhibition learned.

METALS IN GREAT BRITAIN.

S. W. Royse & Co., Manchester, Eng., under date of August 24, report as follows regarding the pig iron market: "The improvement in the pig iron trade, which we noticed a month ago, has been continued during this month. Prices have steadily advanced for both Scotch and

Cleveland iron, the total advance being some 2 to 3s. per ton.

"During the last few days there has been little doing at Middlesbrough, on account of holidays; prices are firm, and the position appears good; business, however, is only for early delivery, and there seems little disposition to buy forward at even a discount on spot quotations. The high-priced metals have not been moving well. Copper in the face of increased supplies, has lost about £1 per ton during the month; tin has dropped about £7 per ton; lead is 5s. per ton lower, and spelter is practically unchanged; all are easy at present."

PERSONAL MENTION.

Mr. D. Bowyer, hardware merchant, Listowel, Ont., was in Toronto this week.

Mr. Fred Somerville, of the Ontario Lead & Wire Co., Limited, Toronto, is holidaying in the Maritime Provinces.

Mr. C. H. White, manager of the Guelph Iron & Steel Co., Guelph, Ont., was in Toronto a few days this week.

Mr. George E. Smith, of George E. Smith & Co., wholesale hardware merchants, Halifax, spent a few days in Toronto this week. He left for the East on Wednesday night.

Mr. J. S. McKay, representing The Gall-Schneider Oil Co., Montreal, is in Toronto this week. Mr. McKay is on his way home from a trip to the Pacific Coast in the interest of his firm.

OFFICERS OF THE MANUFACTURERS' ASSOCIATION.

The following are the officers of the Canadian Manufacturers' Association elected at the convention in Toronto last week:

President—P. W. Ellis.

First Vice-President—C. C. Ballentyne.

Vice-Presidents—Ontario, Cyrus A. Birge; Quebec, E. Tougas; Nova Scotia, D. W. Robb; New Brunswick, C. J. Osman; Manitoba, F. W. Thompson; British Columbia, F. C. Wolfendly.

Treasurer—Geo. Booth.

Auditors—Geo. Evans and J. M. Taylor.

Mr. J. A. Russell is the permanent secretary of the association with headquarters at the Board of Trade Building, Toronto.

Varnish for bronzing or pale gilding: Mix asphalt and drying oil, diluted with oil of turpentine; or, dissolve a little honey in thick glue.

T. R. White has about completed his new hardware store in Almonte, Ont. Excellent plate glass windows have been installed.

IRON TRADE IN THE UNITED STATES

THE Iron Trade Review, Cleveland, Ohio, of September 6, in its review of the iron trade in the United States, says: "The better feeling in the iron trade continues, and the rate at which business is being done adds to the general confidence. The movement is not yet a wide one, not sufficient to cause any general improvement in prices, but it has well established the fact that the consumers have used up their stocks, and that the incubus of old contracts has been largely removed, either by completion of deliveries or by readjustments of terms. Of this latter there has been much more than sellers wanted, but the inevitable has been accepted.

"The past week has not developed any large business in pig iron; but with the beginning of a new-month the casting up of August totals has shown the greatest month's business since November, and has given demonstration of a consuming capacity unrecognized in the quiet months preceding. The Southern furnaces, it is estimated, booked 60,000 tons for export last month, while our local exports of pig iron for the seven months ending July 31, were but 89,000 tons.

"As a rule pig iron sales for domestic use have been only for deliveries in the present year. The exceptions were a few, very few, contracts for round lots. Prices on Southern iron have ranged from \$10 to \$11 for No. 22, but it is understood that the number of furnaces willing to accept the low prices is now less than it was two weeks ago. Bessemer pig iron has sold at \$13 Pittsburg, but the demand is light, and only one merchant furnace in the Mahoning and Shenango valleys is now running on Bessemer iron.

"The conditions in finished material, as reflected by the order books of the mills, are distinctly encouraging. Specifications on the large contracts booked in August are now coming in, and there is also a steady inflow of new business. The result of the reduction in structural material is fairly beginning to show itself, and the week's business has been highly encouraging.

"Wrought-pipe has been more active than in months and mills are so full for months ahead, that an advance in the price of merchant pipe was made the past week. Bar iron mills have accumulated considerable business in their 10 weeks' shut down, and the wage conference, now in session at Detroit, is expected to reach a basis upon which work can be resumed, though agreement may be a matter of several days."

Abram Bigsby has been appointed harbor-master at Guysboro', N.S., to succeed Thomas O'Connor.

COMPETING WITH DEPARTMENTAL STORES.

A TALK WITH A RETAILER ON THE QUESTION.

MR. ALEX. SWEET, senior member of the firm of Sweet & Co., general merchants, Winchester, Ont., was in Toronto last week. Mr. Sweet is a man with ideas, and time spent with him in conversation is not lost. He is also a man with a sense of humor, for after we had been conversing a few minutes I asked him how long he had been in business.

"Well, I'll tell you," he said, with a twinkle in his eye. "I yesterday sold a pair of gloves to a young lady whose grandmother bought her wedding gloves from me in the same store."

I looked at Mr. Sweet, perhaps somewhat incredulously, for he is far from being an old man.

"Well, let me explain," he said, "I was clerk in the store of which I am now proprietor when I sold the grandmother her wedding gloves, while the young lady who bought gloves from me yesterday is only six years of age."

His explanation being satisfactory, I began to question him regarding crops and trade conditions generally in his neighborhood.

"We have good crops," he declared, "and harvesting is now pretty well over. But our chief industry is dairying, which has grown a great deal of late years."

Then we fell to discussing departmental stores and methods of competing with them.

"To my mind," said Mr. Sweet, "the best way to compete with them is to fight them with their own thunder. That means you must be able to offer bargains to the people and to advertise. We did not at one time keep ladies' underwear and dress goods in stock. But we realized that those were the articles for which a great many people chiefly went to the departmental stores in Toronto. And where they bought dress goods and underwear they usually went for other lines. We then decided to carry ladies' underwear and dress goods, and the results have been most gratifying. I do not believe there is now one order goes to the departmental stores in Toronto where there were formerly ten."

"Do you do a cash trade?"

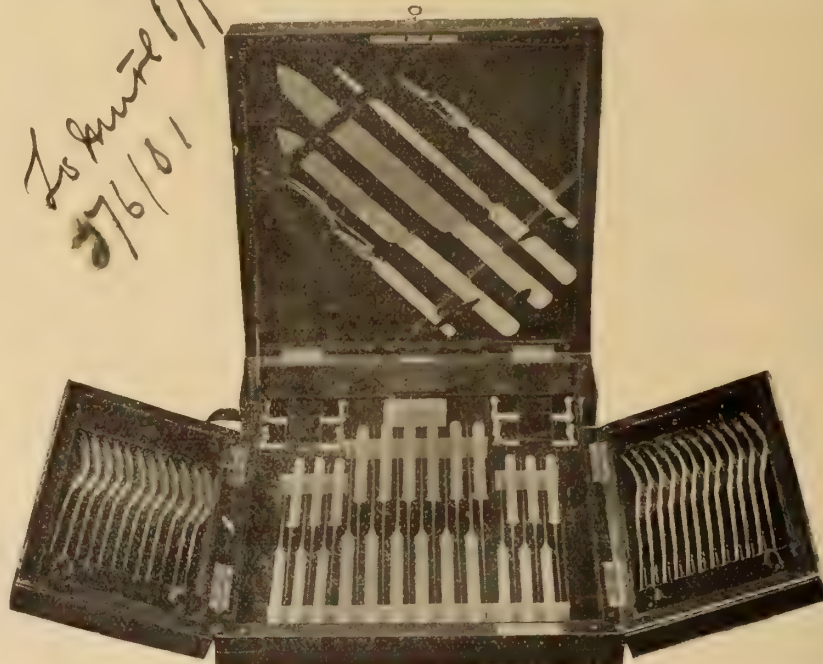
"No, not exactly. Two-thirds of our trade is cash. At one time the proportion was the other way. A few years ago we undertook to do a strictly cash trade, but we found it would not work well. We were gradually losing good customers, and so decided to quietly and gradually go back to a system of cash and credit. On accounts

over three months old we charge interest, and we seldom have trouble. Our customers have got to know our terms."

Sweet & Co. are liberal advertisers, varying the space they occupy in the local paper, but always having it of goodly proportions. "In advertising," said Mr. Sweet, "I believe in giving people some information about the goods we want to sell them, and the more interesting we can make the information the better. That is the principle the large departmental stores go upon."

AN IMPROVED CUTLERY CABINET.

WHAT is adapted to the climate of one country is not always adapted to that of another. This is true, for example, of ordinary wooden cutlery cabinets. They do all right for certain countries,



but for Canada the same cannot be said about them. The trouble with them is that they warp. At last, after a great deal of experimenting, Maleham & Yeomans, one of the well-known cutlery manufacturing firms of Sheffield, Eng., have succeeded in placing a cabinet on the Canadian market which overcomes the difficulty in question, and it is overcome by the employment of lockfast and riveted brass strength corners. The accompanying illustration shows a cabinet fitted. Each cabinet fitted with the lockfast strength corners has an ivory tablet inserted asserting its genuineness with these corners.

The cabinet herewith shown is also fitted with celluloid racks. These racks are not only unbreakable and more attractive than

ordinary wood racks, but they are so arranged as to hold almost any sized knife. A slight pressure on the handles of the knives causes them to tilt out of the racks, thus avoiding the necessity of lifting them out by the blades, as in the old style of wood racks. It is also worthy of note that after frequent tests it has been found that the property of celluloid has the tendency to keep silver free from tarnish in cases fitted with racks of that material. Mr. Frank H. Scott, 360 Temple Building, Montreal, represents Maleham & Yeomans in Canada, from whom further information can be obtained in regard to the brass covered cabinet with its celluloid racks.

THE EATON ASSESSMENT.

The Toronto Court of Revision, on Wednesday, gave its decision in The T. Eaton Co., Limited, assessment appeal case as follows: Building, increased from \$169,000 to \$225,715; land, \$257,027 to

\$297,166; personal property, increase \$200,000 to \$450,000; total increase \$346,854. In addition to this the manufacturing plant was assessed at \$15,000, but, as this is exempt from general taxation, only the school tax on this \$15,000 will be collected.

SADDLERY HARDWARE TRAVELERS.

The Leather and Saddlery Hardware Travelers' Association met in Toronto on Wednesday afternoon and elected the following officers:

President—Joseph Pindar.
Vice-President—J. F. Little.
Secretary—J. B. Mool.
Treasurer—W. P. Kearns.

In the evening, a banquet was held in the Temple Cafe, and a most enthusiastic and enjoyable time was spent.

THE
WATSON
FOSTER
COMPANY
LIMITED

WE DO NOT PROPOSE
TO REST UPON THE
HONOR OF A . . .
SUCCESSFUL PAST. . .



BUT HAVE RATHER
REDOUBLED OUR . . .
EFFORTS TO MAKE
THE SEASON OF 1900-1



NOT ONLY A . . .
COMMERCIAL BUT. . .
AN ARTISTIC SUCCESS
IN YOUR ESTIMATION



THE RESULT IS . . .
A LONG LINE OF . . .
EFFECTIVE STYLES IN
EXCLUSIVE DESIGNS



OUR TRAVELERS WILL
CALL IN JULY, AND
WE HOPE TO SECURE
YOUR ORDER ON THE
STRENGTH OF MERIT

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, September 7, 1900.
HARDWARE.

SEPTEMBER opens with a trade that shows some improvement upon that of the previous month. Yet the contrast of the present trade with that of last year at this time is outstanding. Last year merchants throughout the country were buying heavily and placing future orders on account of the rising market; this year dealers are slow in placing their fall orders. Confidence in the market was lost early in the summer and as yet it has not been entirely regained. Slowly, however, it is returning. Most of the orders placed just now are for immediate delivery to satisfy actual wants and that these are so large is a sign that a large fall business is in store for the dealers. Shelf goods are particularly active. Guns, rifles and ammunition are being sold in good quantities. Quite a few skates have been delivered this week. All wires are in slow demand, as also are most heavy goods, but the travelers who are again on the road report trade in these lines

also to be picking up. There have been no important changes in quotations made this week, except a reduction in cordages.

BARB WIRE—A few orders have been filled this week. We quote the base at \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—The market shows no change. We quote: Nos. 4 and 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

SMOOTH WIRE—The price is still on a \$3 per 100-lb. base.

FINE STEEL WIRE—Featureless. The discount is 15 per cent. off the list.

BRASS AND COPPER WIRE—A few inquiries have been received. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—The price is \$3 45 per keg of 100 lb.

WIRE NAILS—Trade is moderate, a little more being done this week than last. We quote \$3.10 for small lots and \$3 for carlots,

f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—Orders this week have been more numerous. We quote \$2.60 for small and \$2.50 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Trade in this line is about as usual. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—Business is about the same as last week. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow shoes, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.85; No. 1 and smaller, \$4.10; feather-weight, all sizes, \$5.10; toe weight steel shoes, all sizes, \$6.20 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—The price of screws is firm, and an active trade is being done. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head

WESTERN FAIR

London, Ont., Sept. 6 to 15, 1900

The McClary Mfg. Co.

will be pleased to have visitors at the Western Fair call at their offices, corner of York and Wellington Streets, where their officers and travellers will be in attendance.

Paris Exposition, 1900

McCLARY'S

Stoves and Enamelled Wares

WERE AWARDED
THE...

GOLD MEDAL.

The best are always in demand, and the above certifies that **FAMOUS** are the best.

THE McCLARY MFG. CO.

LONDON,

TORONTO,

MONTREAL,

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AND

VANCOUVER

See our BIG EXHIBIT in the MACHINERY HALL at the WESTERN FAIR.

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
W. Dewees Wood Company's
Planished Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
20 St. Sulpice Street
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Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

.. FULL STOCK ..

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

brass, 75 per cent.; round head brass, 67 1/2 per cent.

BOLTS—A satisfactory business is being done in bolts at unchanged prices. Discounts are as follows: Carriage bolts, 5-16 and under, 60 per cent.; 3/8 and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 75 per cent.; square nuts, 4c. per lb. off list; hexagon nuts, 4 1/2 c. per lb. off list; bolt ends, 65 per cent.; blank bolts, 60 per cent.; plough bolts, 55 per cent.; Norway bolts, square, 65 per cent.; tire bolts, 67 1/2 per cent.; stove bolts, 67 1/2 per cent.

COTTERPINS—We quote: 55 per cent. off English list, or, according to American list, all sizes but 3/8-in. wire, 80 per cent. off, and 3/8-in. wire, 70 per cent. off.

RIVETS—Some goods are being taken for present delivery. We quote discounts: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 per cent. off; swedes iron burrs, 55 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 60 per cent. off.

CORDAGE—Some lines are selling in fair quantities. Prices are now 12 3/4 c. for manila, and 8 3/4 c. for sisal.

SPADES AND SHOVELS—A good trade continues in spades and shovels. The discounts are still at 40 and 5 per cent.

TACKS—The customary trade is doing. As base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—The price is still at \$17 to \$24 per 1,000, as to brand, ex wharf. Trade in this line has been quiet.

CEMENT—Canadian cement is still selling freely at \$2.10 to \$2.25 per barrel. In imported stock, business is quiet and prices are firm. We quote as follows: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

METALS.

The metal market remains unchanged with business moving no faster. Iron shows no improvement, and the New York and London markets for tin are a little easier again. The market for copper remains steady both here and abroad.

PIG IRON—Canadian pig iron is worth about \$20, and little business is being done in it. Summerlee is worth about \$24.

BAR IRON—A fair trade is being done in bar iron at \$1.80 to \$2 per 100 lb. f.o.b. Montreal.

BLACK SHEETS—Moderate amounts are moving. The price is unchanged at \$2.95 for 8 to 16 gauge.

TINPLATES

"LYDBROOK," "TRYM,"
"GRAFTON," "ALLWAYS,"
"CANADA CROWN," ETC.

CANADA PLATES

"DOMINION CROWN" All Polished.
"ALLWAYS" best Half Bright.
"PONTYPOOL" Half Bright.
"DOMINION CROWN" Galvanized.

A. C. LESLIE & CO.

MONTREAL.

IRON AND
BRASS

Pumps



Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

1C and IX 14 x 20 and
20 x 28 Tinplates
Cokes and Charcoals.

Especially low
figures on IX 14 x 20.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

A Good Housekeeper

delights in having her stovepipes shine. Are you prepared to supply her with a good Stove Pipe Enamel that will please her so well that she will ask for the same kind next year?

The superior quality of our Household, Bath, Liquid Coach and Cycle Enamels are so well known to the trade, it is needless for us to do any blowing about them further than to remind you that our Imperial Black Stove Pipe Enamel is of the same good quality.

Put up in all sizes. Write for a sample lot or prices, and don't forget to order some Elastilite Varnish to go along with it.

—Manufactured only by—

The Imperial Varnish & Color Co.
LIMITED
TORONTO, CANADA.

GALVANIZED IRON—A better tone is prevailing in this article, and a fair business has been done this week. We quote: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—The market remains steady, and is comparatively firm. The price is still 17½c.

INGOT TIN—Although New York and London markets are weak the price here is still 37 to 38c.

LEAD—Is firm at the base of \$4.65.

LEAD PIPE—A few orders have been filled this week. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—Business is moderate at unchanged quotations. We quote: ¼, \$3 per 100 ft.; ⅜, \$3; ½, \$3.30; ¾, \$3.60; 1-in., \$5.20; 1¼, \$7; 1½, \$8.05; 2-in., \$11.25. Galvanized, ⅜, \$4.40; ½, \$5; ¾, \$5.55; 1-in., \$8; 1¼, \$11.15; 1½, \$13.30; 2-in., \$17.85.

TINPLATES—There is a fairly-good demand for tinplates. Prices are \$4.50 for coke, and \$4.75 for charcoal.

CANADA PLATE—A good business has been done this week at unchanged quotations. We quote: 52's, \$2.90; 60's, \$2.95; 75's, \$3; full polished, \$3.50, and galvanized, \$4.60.

TOOL STEEL—Black Diamond, 8c.; Jessop's, 12c.

STEEL—Fair quantities of steel are selling. Sleighshoe, \$2.10; tire, \$2.20; spring, \$3.10; machinery, \$3.15, and toe-calk, \$2.75.

TERNE PLATE—Business is rather slack. The price remains at \$8.50.

SWEDISH IRON—We quote \$4.25.

COIL CHAIN—A better business is to be noted. We quote: No. 6, 11½c.; No. 5, 10c.; No. 4, 9½c.; No. 3, 9c.; ¼-inch, 7½c. per lb.; 5-16, \$4.85; ¾, \$4.80; 7-16, \$4.50; ½, \$4.25; 9-16, \$4.15; ⅜, \$3.80; ¾, \$3.75; ⅞, \$3.70, and 1 inch, \$3.70 per 100 lb.

SHEET ZINC—A fair trade is doing at 6¼ to 6½c.

ANTIMONY—Unchanged at 10½c.

GLASS.

A good business is being done, and the market remains very firm. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

We have to report a firmer feeling in white lead this week, due to an advance of \$5 a ton in the American markets. As yet no change has taken place here. Linseed oil is also firmer, in sympathy with higher

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz:

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

markets in England. Turpentine is weaker, the price at the point of production being very low. A drop of 2c. is likely. The volume of business is somewhat improved. We quote:

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.10; in kegs, \$5.35 to \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 80c.; boiled, 83c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 60c.; two to four barrels, 59c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 6 to 11c.

PETROLEUM.

There has been no notable change in the petroleum market this week. The demand is improving as the long evenings draw on. We quote as follows: "Silver Star," 15 to 16c.; "Imperial Acme," 16½ to 17½c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

The demand for hides from the tanneries seems to be improving as the stocks of leather are becoming used up. We quote: Beef hides, 8c. for No. 1; 7c. for No. 2, and 6c. for No. 3. Calfskins, 9c. for No. 1, and 7c. for No. 2; lambskins, 40c.

ONTARIO MARKETS.

TORONTO, September 7, 1900.

HARDWARE.

BEING the second week of the Exhibition there are a great many country customers in the city, and in number they probably equal those of last year. They have been placing a great many orders, but the quantities wanted are, as a rule, only small, which, of course, is customary. The travelers are also in the city this week. Taking it all around trade is fairly good for this time of the year, although the business is largely of a sorting-up nature. In accordance with the reduction by the manufacturers in the United States, the jobbing trade are, this week, quoting lower prices on barb wire. Although on barb wire for shipment from Cleveland the price is only 10c. lower, from stock the reduction is 25c. per 100 lb. The explanation of this is given elsewhere. Plain galvanized wire is unchanged. There is little being done in hay baling wire, but fence wires of all kinds are quiet. Although the volume of business in wire nails is still light, there is a slight improvement to be noted in the demand. Cut nails are about as quiet as ever. A moderate business is to be noted in horseshoes and horse nails. A good trade is being done in screws, and an increasing business in bolts and nuts. Cutlery and sporting goods are still going out well. As far as prices are concerned the feature is a reduction 1c. per lb. in both sisal and manila rope. In other lines there are no quotable changes to be noted.

BARB WIRE—Although the reduction by the manufacturers noted last week is only 10c. per lb., local jobbers have reduced their prices on barb wire from stock 25c.

The Silver Medal at Paris.

We are gratified at being able to announce our latest trophy in proof of the excellence of our fireproof building materials.

At the Paris Exposition we have been given the Silver Medal—the highest award available—for our display of Architectural Sheet Metal Work.

When we remind you that our goods there were in competition with those of the leading manufacturers of the world, you will realize the high distinction they have earned.

Have you seen our new artistically descriptive catalogue?

METALLIC ROOFING CO., Limited KING and DUFFERIN STREETS, **Toronto.**
Wholesale Manufacturers.

per 100 lb., making the price \$3. This reduction of 25c. is due to the fact that some of the jobbers have rather heavy stocks and think that by thus reducing prices they will be able to reduce their stock. The price for shipment from Cleveland is only 10c. lower, which is the amount of the reduction made by the manufacturers. The quotation f.o.b. Cleveland is now \$2.85, in carlots, and \$2.95 in less than carlots. It will therefore be seen that just at present it is in reality cheaper to buy from jobbers' stock than to import.

GALVANIZED WIRE—There is a little doing in galvanized wire, but it is principally in No. 9 gauge. We quote from Toronto: No. 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$5.10; No. 16, \$5.15. The f.o.b. price Cleveland for Nos. 6 to 9 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—Business continues to open up in hay-baling wire, but it is practically at a standstill in regard to oiled and annealed wire. The base price is still \$3 per 100 lb.

WIRE NAILS—Most of the manufacturers and jobbers report a little better business in wire nails. At the same time, however, the volume is not large, the individual orders being small. The base price is unchanged at \$3 in carlots, and \$3.10 in less quantities.

CUT NAILS—There is no improvement in this line, the volume of business still being small. The base price is \$2.60 per keg Toronto, Hamilton, London and Belleville.

HORSESHOES—A moderate and steady business is being done in horseshoes, and

prices remain as before. We quote, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.75; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$5.20; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$4; snowshoes, \$4.25; light steel shoes, \$4.20; featherweight (all sizes), \$5.20.

HORSE NAILS—Much the same remarks apply to these as to horseshoes, business being just moderate. Discount, 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

SCREWS—The volume of business in this line has been fairly large during the past week. We quote as before: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—Trade in this line is good, and an improvement is to be noted, particularly in carriage and machine bolts. We quote: Norway bolts, full, square, 56 per cent.; common carriage bolts, full square, 65 per cent.; ditto, 5-15 and under, 60 per cent.; ditto, ¾ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 60 per cent.; bolt ends, 65 per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 55 per cent.

RIVETS AND BURRS—A slight error has appeared under this heading in regard to the discount on iron rivets and burrs. We quote iron rivets at 60 per cent., and iron burrs at 55 per cent., and copper rivets, 35 per cent.

ROPE—This is about the only line in which any change is to be noted this week, and there has been a reduction of 1c. per lb. in both manila and sisal. The base price of pure manila is now 12½c., and for sisal, 8½c.

HARVEST TOOLS—Trade is practically over for this season. Discount, 50, 10 and 5 per cent.

SPADES AND SHOVELS—An occasional order is being received. Discount, 40 and 5 per cent.

SPORTING GOODS—Business continues fairly brisk in sporting goods. The demand for guns has been so brisk that at least some of the houses are short on certain kinds.

CUTLERY—Trade has been good in cutlery during the past week, and, while orders have not been large, they have been of a general assortment.

BUILDING PAPER—A fair trade is still to be noted. We quote: Plain building, 30c. per roll; tarred lining, 40c. per roll, and tarred roofing, \$1.60 per 100 lb.

CEMENT—There is no change in prices. The demand is keeping well up. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

A little more confidence seems to prevail in regard to the pig iron market, although trade is still quiet. In other kinds of metals on the local market, business is fairly good, and rather better than a week ago for immediate shipment. Prices are without material change, although in all-bright Canada plates a little firmer quotation obtains.

PIG IRON—There is a little better feeling in pig iron on account of an increased demand in the United States, but prices are no higher. The Iron Trade Review, of September 6, says that a better feeling obtains in regard to the iron market, but that, as a rule, pig iron sales for domestic use have only been for delivery in the present year.

BAR IRON—Business in this line is decidedly quiet, with the ruling prices still at the \$1.80 to \$1.90 base per 100 lb.

PIG TIN—At the time of writing the price in London, Eng., is a little better than it was, and in New York it is steady. Local quotations are unchanged at 35½ to 36½c. per lb. The demand during the week has been good for shipment from stock. Stocks on the local market are still light, and it is doubtful whether any more than one house has what may be termed a fair supply.

TIN PLATES—There has been a good movement in tinplates, business being

larger than a week ago. Prices are without change. We quote I C, usual sizes, \$4.50, I C, special sizes, \$4.75, 20x28, \$9.

TINNED SHEETS—There is very little business being done in this line.

TERNE PLATES—These continue quiet, and featureless.

BLACK SHEETS—A moderate demand is to be noted for black sheets, with the base price unchanged at \$3.60.

GALVANIZED SHEETS—Trade has improved in this line during the past week, and a good business is now being done. We quote as before: English, \$5, and American, \$4.60.

CANADA PLATES—Import orders are still arriving, and a little business is still being done from stock. All-bright is being held a little firmer at \$4. We quote: All-dull, \$3.25; half-polished, \$3.35.

IRON PIPE—Some business is being done but it does not amount to much. The discounts quoted still appear to rule, notwithstanding that the efforts to form an agreement among the jobbers have failed.

LEAD PIPE—Business is moderate. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

LEAD—The outside markets are firm, but locally there is no change, as we still quote 5 to 5¼c. per lb. The demand locally has improved a little during the past week.

SOLDER—An improvement is also to be noted in the demand for solder, and a fair business is now being done. We quote as follows: 21½ to 22½c. for half-and-half; 21 to 21½c. for refined, and 20 to 21c. for wiping.

COPPER—The outside markets are firm in copper. There has been little movement locally during the past week in ingot copper, and a fair trade is to be noted in sheet copper. We quote: Ingot at 19 to 20c. and sheet 23 to 23½c.

BRASS—There is a moderate demand for brass in small quantities, at 10 per cent. discount for rod and sheet.

ZINC SPelter—The demand has improved a little during the past week, although the volume of business is still light. We quote 7 to 7¼c. per lb. The English market is cabled easier.

ZINC SHEET—Trade has improved during the past week and is now active. We still quote 6¾ to 7c. for cask lots, and 7 to 7½c. for part casks.

ANTIMONY—Business has been a little more active during the past week, with prices unchanged at 11 to 11½c.

HOOP STEEL—A fairly good trade is still to be noted at \$3.25 per 100 lb.

PAINTS AND OILS.

There is no change in prices, and a small movement is notable. A general firmness is manifested, except in turpentine, which

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

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COVERT MFG. CO.

West Troy, N.Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety. Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts. Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

is weak, and may be reduced before the end of next week. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¼c.; drums, 25 lb., 19¼c.; tins, 1 b., 120¼c.; tins, ½ lb. 22¼c.; packages, 1 lb., 19¼c.; packages, ½ lb., 21¼c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No. 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 80c.; boiled, 83c.; 5 to 9 barrels, raw, 79c.; boiled, 82c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 60c.; two to four barrels, 59c., delivered to outside points. Toronto, Hamilton, London, Sarnia, Walkerville, Chatham, Dresden, Wallaceburg and Amherstburg, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The movement is light. Prices keep firm, as the conditions in Belgium warrant the expectation of higher values. We quote first break locally as follows: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united inches, \$6, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL.

Receipts are less liberal than they have been. Prices keep firm, but no change

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETTE**," suitable for Advertising Labels, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, enameled, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow, 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

GLAZIERS' DIAMONDS

of every description.
Reliable Tools at low prices.



A. SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade lineal successors of the inventor and patentee, J. SHAW.

is noted. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12¼c. per lb.; bottoms, 10½c.; heavy copper, 13c.; light scrap brass, 7c. heavy yellow scrap brass, 10c.; heavy red scrap brass, 10½c.; scrap lead, 2¼c.; zinc, 2½c.; scrap rubber, 5½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—Prices keep steady. A moderate business is doing. We quote: Cow-hides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steer hides are worth ¼c. more. Cured hides are quoted at 8c.

SKINS—There is a moderate delivery. Prices are steady. We quote: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring lambskins, 40 to 55c. each.

WOOL—Prices are unchanged. We quote for combing fleece, 15 to 16c., and for unwashed, 9½ to 10c.

SEEDS.

There is some movement in alsike and clover seed for which buyers are paying \$7.50 aboard at outside points for good to choice qualities.

COAL.

No change in prices came with the beginning of the month. There is still danger of a strike, however. If this occurs an advance is almost sure to follow. We quote for present shipments, for anthracite on cars at Buffalo and bridges, as follows: Nut, egg and stove, \$4.50 per gross ton, or \$4.01 per net ton; grate, \$4.25 per gross ton, or \$3.79 per net ton.

PETROLEUM.

The demand is steadily increasing. There is no change. We quote as follows: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, 17½c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

MARKET NOTES.

Both sisal and manila rope are 1c. per lb. lower.

GLASS INDUSTRY IN GERMANY.

The United States consul at Annaberg, Germany, writes: "The manufacture of glass in Germany has become a thriving industry. The number of factories has reached 400, giving employment to about 35,000 workmen. This is a good showing, when it is considered that the production of glass is comparatively a new thing for the Empire. For the past 30 years, the import from Austria, Belgium, England and Italy has not only been rapidly losing ground, but Germany now exports to those countries certain kinds of glass, such as bottles of of every description, etc. Naturally, the German manufacturers have not yet reached that stage where they can compete with Belgium in mirrors or with Venice in fancy-colored decorations."

THE SIZE OF A STORE.

On page 21 of last week's issue appeared a paragraph regarding the new hardware store of J. W. Franks, Woodbridge. The size of the store was there given as 24 x 21. It should have been 24 x 71 feet.

The Elder-Dempster Co. have bought a fleet of 35 steamers from The British and African Steam Navigation Co.

MANITOBA MARKETS.

WINNIPEG, Sept. 3, 1900.

THE heavy rains of the past week have depressed the hardware trade as they have everything else, and business is reported very quiet. Owing to the opening of the shooting season there has been a moderate amount of activity in sporting goods but nothing startling and no change of prices.

To-day the weather has been exceedingly fine and looks more settled. Labor Day is being very generally observed. The labor parade of this morning was a fine sight and was witnessed by thousands of well-dressed citizens. One of the features of the parade was the display by the city of Winnipeg of their road-making machinery and the men employed in the work. All labor organizations turned out in full force and finer bodies of men than the carpenters, bricklayers and masons, amalgamated metal workers, machinists, trainmen's unions would be difficult to find. The Clerks' Union had a very strong delegation. The price list for the week is as follows:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire.	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
IX	12 75
IXX	14 75
Ingot tin	35
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch	45 p.c.

Rope, sisal, 7-16 and larger.	11 20
" 3/4	11 75
" 1/2 and 5-16	12 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00
Solder	22
Cotton Rope, all sizes, lb.	15
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	75 and 10 p.c.
Round "	70 p.c.
Flat " brass	70 p.c.
Round "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8, lb.	50 p.c.
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Steel sleigh shoe	3 00
" spring	3 25
" machinery	3 75
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	40 p.c.
C.F. pistol	10 p.c.
C.F. military	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M	16 25
Shot, Ordinary, per 100 lb	7 25
Chilled	7 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	23 c.
Water white Canadian	22 c.
Prime white Canadian	20 c.

PAINTS, OILS AND GLASS.

Trade is very light, owing to the weather, which on every hand is retarding building operations. Prices are as follows:

Turpentine, pure, in barrels	\$ 78
Less than barrel lots	83
Linseed oil, raw	87
Boiled	90
Oils, clear machine oil	30%
Black oil	25 to 30
Cylinder oil (according to grade)	53 to 78
Harness oil	65
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	2 00
Castor oil	11
Glass, single glass, first break, 16 to 25	
united inches	2 50
26 to 40	2 75
41 to 50	6 00
51 to 60	6 50
61 to 70	7 00
Putty, in bladders, barrel lots	2 1/2
kegs	2 3/4
White lead, pure	per cwt. 7 25
No. 1	7 00
Prepared paints, pure liquid colors, according to shade and color	per gal. \$1.30 to \$1.90

Dunstan & Hoar, hardware merchants, Bowmanville, Ont., are men who practise what they preach. By the use of good paints and varnishes on their own premises they keep their store exceedingly bright and attractive.



OUR
CUSTOMERS AND
FRIENDS
ARE
CORDIALLY
INVITED
TO MAKE
OUR
TORONTO CITY OFFICES
90 BAY STREET,
OR OUR
MONTREAL OFFICES,
572 WILLIAM STREET,
THEIR
HEADQUARTERS
DURING
THE
FALL EXCURSIONS,
OR AT ANY TIME.

THE
**CANADA
PAINT**
COMPANY,
LIMITED,
90 BAY STREET,
TORONTO.

THE
**CANADA
PAINT**
COMPANY,
LIMITED,
572 WILLIAM STREET
MONTREAL.

TRADE



MARK

Canada Horse Nail Company

Montreal

Established 1865.

Horse Nails

with the "C" brand and our name on the box, have our absolute guarantee that every nail is perfect.

They are hot forged from the best Swedish Charcoal Steel Nail Rods, combining the best process and the best material known for making a horse nail.

They will wear longest, as they are the toughest, and drive easier than any other, by reason of their faultless design and perfect hardened points.

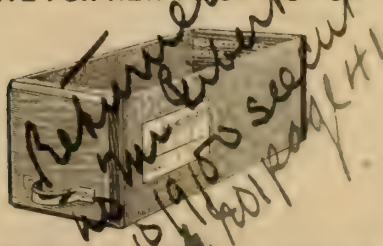
Every dealer in horse nails will find it to his advantage to sell our "C" brand in preference to any other, as they are the best known to the Farrier trade, and conceded by them whenever used, to be the most satisfactory nail to use.

They are to be obtained from nearly all the leading wholesale dealers in Canada. If you cannot get our "C" brand on order from them, do not accept substitutes, but apply direct to us



Agent for Railway Fencing:

WRITE FOR NEW PRICE LIST ON



BENNETT'S SHELF BOXES.

Our box, with ash front, hard-oil-finished, with polished brass pull, is so cheap that it will not pay you to make your own shelf-boxes when you can get this up-to-date box at such low prices.

J. S. BENNETT, Patentee and Manufacturer,

20 Sheridan Ave.

TORONTO

N.B.—Don't forget we make boxes to suit your present shelving.

McMULLEN'S

POULTRY NETTINGS and **LAWN FENCINGS** are not surpassed in the world.

Their **WOVEN WIRE FENCINGS** have stood years of successful testing; special offers are now made on **HOG FENCINGS**.

All of the above goods are manufactured by **THE ONTARIO WIRE FENCING CO., Limited**, of Picton, Ont., and are sold by

The B. Greening Wire Co., OF HAMILTON and MONTREAL. Limited.

GENERAL AGENTS; ALSO BY THE CANADIAN HARDWARE JOBBERS.

MR. JAMES COOPER, Montreal.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.

Also Razors, Strops, Glass Cutters, Etc.

Write for new Catalogue.

Hardwood CHARCOAL WOOD ALCOHOL

in Bulk or Sacks.

equalling Methylated Spirits as a solvent.

Manufactured only by..

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls, Deseronto.

Gooderham Building, TORONTO

HARDWARE PICKINGS.

"Observant," in Iron Age.

IT was a very hot day in July on which I arrived at a large city in the West, proceeded to open my samples and then made my usual calls on the trade. An old client of our house told me that he was not in the market, and could not and would not give me an order. As I had counted upon a large order from him, I was somewhat discouraged, and, in order to revive my drooping spirits, I asked him to accompany me to my hotel and we would have a bottle. To this he assented. The contents of the bottle were very refreshing, and dull trade was forgotten. My friend glanced over my very attractive line of samples displayed in my room, took off his coat and proceeded to give me an order for \$3 000. The goods were promptly shipped. The imbibor of the bottle failed, and paid 25c. on the dollar. That was the most expensive bottle of wine my house ever bought; it cost the house exactly \$2,253.50. Bottles and hardware don't go together.

Our house made it a rule to sell the jobbing trade only and at one price. Every jobber was treated alike. But I found a jobber who could invariably do 5 per cent. better, and hence no sale could be effected. The resources of a traveling salesman here came in play. Five per cent. was added to the price, from which a concession of 5 per cent. was made. Sales were freely made. We did a large trade with the jobber, who was very happy in the belief that he had got the best of the bargain.

When very young, my ambition was to travel and sell goods, but, as my services at the store were somewhat appreciated, my firm discouraged my ambition. I was, however, determined to travel and offered to pay my own expenses. At all events I started. My first stopping point was a Western city with four moderate jobbers and one of considerable magnitude. My firm instructed me not to call on the large jobber, as my age precluded my handling a concern of that magnitude. I tried very hard to sell the four moderate jobbers but could not. Having some hours before the departure of my train, I proceeded to look about and dropped into the purchasing department. A gentleman at the desk asked me what I wanted and I informed him that I was sight-seeing. He questioned me as to my identity, etc. I told him that I was on my first trip, etc. He asked me various questions as to prices, etc., all of which I had at my fingers' ends. The result was a very large order, which I forwarded to my firm with these words: "I enclose order from Messrs. —, which was taken contrary to your instructions."

It is needless to say that I received instructions by wire from my house to call on all jobbers in sight in the points to be visited.

CATALOGUES, BOOKLETS, ETC.

ENGLISH ELECTRIC BELLS.

The new catalogue of English electric bells which Julius Sax & Co., Limited, "The Eagle Works," 119 Coldharbor lane, Camberwell, London, S.E., have issued, is one of the most comprehensive works of its kind that has ever been laid on the desk of **HARDWARE AND METAL**. In addition to the standard models in electric bells, are many new and original patterns, registered and patented designs, etc.

This firm, which has since 1855 held a prominent position among bell manufacturers, has kept thoroughly abreast with the rapid development in this trade, and during the last few months executed contracts for the supply of electric bells and accessories to the General Post Office, War Office and Admiralty.

While still supplying the goods of high quality which gave them their present excellent reputation, Sax & Co. have, in order to meet the demands for cheaper lines, recently laid down special machinery for the production of articles to compete with those of foreign make. This also applies to their cabinet shop, which has lately been thoroughly reorganized and equipped with the most modern machinery obtainable.

In view of the large quantity of foreign-made bells, etc., offered for sale, this firm have adopted the policy of guaranteeing all products described by them as "Best English Make" are entirely of English manufacture, and invite any of their customers to examine their London works in proof of their statement.

As their goods are of undoubted merit, and as their range is so remarkably comprehensive, this catalogue should be secured by every reader of **HARDWARE AND METAL** who handles electric bells, etc.

INQUIRIES AND ANSWERS.

AXLE GREASE BOXES AND SOAP STONE
WANTED.

C.F.S. writes: "Kindly inform me where I can purchase wood axle grease boxes to hold 1 lb.; also where I can buy soap stone. I want the manufacturers of these goods as I desire to buy in large quantities."

BUSINESS OPENING WANTED.

A subscriber writes: "Do you know of a good business opening for a general store, convenient to a school?"

[Remarks: We do not, but possibly some of our readers may.—THE EDITOR.]

WHY GAS ENGINES FAIL.

The Gas World says that the suitability of the gas engine as a means of producing electricity was discussed at a meeting of the Municipal Electrical Association, held at Huddersfield, England, last June. A statement made in the discussion that gas engine stations are failures has been taken exception to by Mr. D. H. Irwin, a director of Messrs. Crossley Brothers, Limited, who had written to The Electrician on the subject. Mr. Irwin says that because a few stations have been unsuccessful, for reasons which can be easily explained and obviated, it is hardly fair to argue that gas engine driven stations must of necessity be failures. He enumerates various stations, both at home and abroad, at which gas-driven plants erected by his company are working satisfactorily, and continues: "As a proof that a gas engine, when properly designed, is as reliable as a steam engine for long runs at full power, we may mention that one of our 150-horse-power engines, coupled direct to a dynamo, run for 8,640 hours and 25 minutes, last year, out of a possible 8,960 hours, or 98.6 per cent."

IN LARGER PREMISES.

The Copp Bros. Co., Limited, stove manufacturers, Hamilton, Ont., have found it necessary to move their Toronto ware-rooms to larger premises, on account of the increasing demand for their goods in that city. They have now opened at 279 Queen street west, opposite McCaul street.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY,
MONTREAL.

Portland Cements

BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

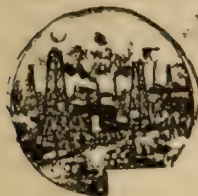
WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates Gal-
vanized Sheets, Imitation Russia Sheets Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Sheets, Norway Iron and Steel, Wheelbarrows, etc.



VanTuyt & Fairbank

Petrolia, Ont.
Headquarters for . .

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

**COOPER PATENT ELBOWS**

Bright and Common.



SCHEIPE'S PATENT STOVE PIPE.

E. T. WRIGHT & CO.

Sole Manufacturers
HAMILTON, ONT.



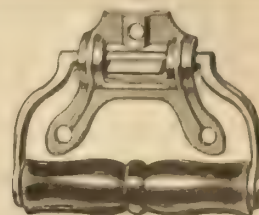
"JARDINE"

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

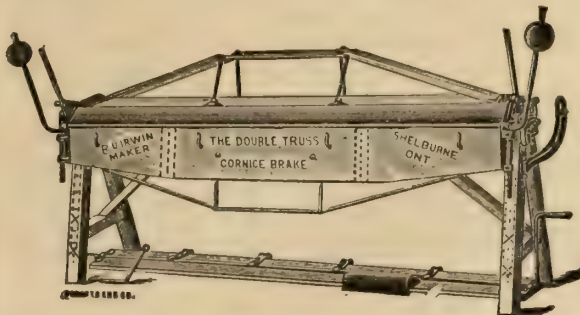
IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

**Malleable Tinned Handles and Ears.**

Many kinds and sizes always in stock. Special kinds to order. Send for catalogue.

BERGER BROS. CO., 231 & 237 Arch Street, **PHILADELPHIA.**



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

The best that is on
the market.

.. Syracuse Babbitt Metal ..

Try it and be convinced.

Manufactured by _____

Syracuse Smelting Works
MONTREAL and SYRACUSE.

ALWAYS IN STOCK

Antimony	Aluminum
Bismuth	Ingot Copper
Ingot Brass	Pig Tin
	Pig Lead
Solder Type-Metals, etc.	

Syracuse Smelting Works
SYRACUSE and MONTREAL.

STEVENS RIFLES

THE FAVORITE

is made in three calibres
22, 25 and 32 Rim Fire

and is the best low-priced rifle made. Highest quality of work
Accuracy guaranteed. Weight, 4½ lbs.

No. 17, Plain Sights—	List \$ 8.00
No. 18, Target Sights—	" 11.50
No. 19, Lyman Sights—	" 12.00

Send for our complete catalogue.

J. STEVENS ARMS & TOOL CO.

For Sale by All Leading Canadian Jobbers
At Trade Discounts.

P.O. Box 215, CHICOPEE FALLS,
MASS., U.S.A.

HUTCHISON, SHURLY & DERRETT

**DOVERCOURT
TWINE MILLS.**

**1078 BLOOR STREET WEST
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HEATING AND PLUMBING

SOME BUILDING NOTES.

THE Baptists of Calgary, N.W.T., are erecting a new church to seat 600, and to cost \$12,000.

Dauphin, Man., intends to erect a new fire hall at once.

A Unitarian church is being erected on Elgin street, Ottawa.

Plans are being prepared for a \$60,000 hotel in Georgeville, Que.

Brickwork on the Wigmore block, Neepawa, Man., has been commenced.

The G. T. R. will spend over \$40,000 in improvements at Port Credit, Ont.

About \$6,000 will be spent on the Roman Catholic church at Edmonton, N.W.T.

The Sandon, B.C., Miners' Union are about to erect a substantial block in that town.

An addition to the Kamloops, B.C., school building, to accommodate 50 children, will be built this fall.

Bolduc & Cyr, Ottawa, have been given the contract for building a new fire hall in Hull, Que. The price is \$11,950.

A United States capitalist has offered to subscribe \$50,000 toward a new hotel, if \$100,000 more could be raised in Halifax.

The George Matthews Pork Packing Co., Limited, intend erecting a 96 x 55 foot, three-storey factory, if Ottawa will exempt the building from taxation.

J. J. Hazelton, of Guelph, Ont., has secured the stone carriage factory on Cardigan street, Guelph, and will fit it up for a wholesale biscuit and cake business.

R. Smith intends erecting a three-storey building at the corner of Simpson and Cameron streets, Ottawa. It will be 50 x 75, and so constructed as to make accommodation for two fine stores.

The Rhodes, Curry Co., Amherst, N.S., have secured the contract for building the I. C. R. round-house extension at Campbellton, N.B.; also the contract for the fittings of the Kentville, N.S., post office building.

PLUMBING AND HEATING CONTRACTS.

The John Ritchie Plumbing and Heating Co., Limited, Toronto, have contracts for plumbing and gasfitting in a residence for Ald. Frame, Toronto; for hot-water heating in a residence for J. W. Lee, on Wilcox street; for plumbing and heating a residence for W. H. Hunter, on the Lake Shore road;

for hot-water heating in a residence for Mr. McKillop, West Lorne, Ont.; for hot-water heating and plumbing in Mark Hall, Rose-dale; for plumbing in a residence for Mr. Oliphant, Clarkson, Ont.

BUILDING PERMITS.

The following building permits have been issued in Ottawa: To Wm. Goodwin, for a brick veneered dwelling, Division street, to cost \$1,100; to L. R. Gauthier, for two residences on Lorne avenue, to cost \$2,000; to T. J. Bailie, for a house on Gladstone avenue, to cost \$1,500; to David Lemieux, for a double house on Bridge street, to cost \$1,400; to W. A. and J. B. Lamb, for a solid brick warehouse on Queen street, to cost \$6,000; to Daniel and Christina McCuaig, for a brick veneered house on Rochester street, to cost \$1,000; to Wm. Tannahill, for a brick veneered dwelling on James street, to cost \$1,000; to George F. Nenn, for two solid brick dwellings on Elm street, to cost \$1,700; to J. Foss, for a brick veneered dwelling on Margaret street, to cost \$1,200; to Eloi Deslauriers, for a brick veneered shop and dwelling on Queen street, to cost \$1,200.

Building permits have been issued in Toronto to A. Nicholson, for a residence on Walmer road, to cost \$6,000, and to James Muldoon, for a two-story and attic residence at 150 Lansdowne avenue, to cost \$3,000.

PLUMBING AND HEATING NOTES.

Sevigny & French, plumbers, Montreal, have dissolved.

McKenzie & Co., plumbers, Winnipeg, have been burned out; no insurance.

Chas. P. Hill, tinsmith and plumber, Halifax, has admitted Harry Elford as partner under the style of Hill & Elford.

J. L. Wilson & Son, architects, Chatham, Ont., are asking for tenders for a new heating system in the Chatham Separate School.

A NEW PLUMBING AND HEATING COMPANY.

The last issue of The Canada Gazette contains an announcement incorporating John Boyd, merchant; Frederick Fowle Burns, merchant; Arthur Adam Burns, merchant; Samuel Abraham Wye, plumber; George Ernest Toms, plumber, and Alfred Greenhalgh, bookkeeper, all of the city of Vancouver, in the Province of British Columbia, for the following purposes, viz.: (a) To conduct a general plumbing, heating

and sheet metal business and for the manufacture, sale, importing and dealing in plumbing, heating, engineering, electrical, gas, hardware, metal and waterworks supplies. (b) To acquire by purchase, lease or otherwise the assets, business, property, privileges, contracts, rights and liabilities of any individual carrying on any business wholly or in part similar to the business which this company is authorized to carry on. The operations of the said company are to be carried on at the city of Dawson, in the Yukon Territory, and elsewhere throughout the Dominion of Canada, by the name of The Yukon Plumbing, Heating and Engineering Supply Co., Limited, with a total capital stock of \$24,000, divided into 240 shares of \$100 each.

INCREASED FACILITIES.

Before the week is out, the renovations in Crump & Perrier's plumbing establishment, on Barrington street, will have been completed, and then this firm will be in a position to handle more lines of stock than they have previously done. For years Crump & Perrier occupied the shop at 27 Barrington street, but of late their business has been increasing in such a degree that they felt it imperative they should enlarge their place of business. Accordingly, they decided to occupy the whole of their building, instead of only a part of it. Consequently, tenders were asked for, and S. M. Brookfield received the contract to enlarge and otherwise renovate the structure. The shop was remodelled, and now this well-known plumbing firm will occupy premises numbered 25, 27 and 29 Barrington street. The store is well lighted by two large plate-glass windows, and the surface of the shop and showrooms measures 35 x 60 feet. The panelled ceiling is of oiled wood, and new shelving and other improvements have been made.

Formerly, the business was carried on on one flat, but now the whole of the three-storey building is requisite. The workshop will be upstairs, and the old workshop is changed into a well-lighted showroom. Crump & Perrier heretofore only carried on two branches, viz., plumbing and hot-water heating, but in future they will pay special attention to other lines, such as gasfitting, tinsmithing and all kinds of sheet iron work. They will also carry a full line of stoves, kitchen utensils and latest lines in sanitary arrangements. The firm now employ 15 hands.—Acadian Recorder, Halifax, August 29.



**HOT WATER
INSTANTLY,
NIGHT OR DAY.**
Boiling Water
in a Minute.
Hot Bath When Wanted

**EWART'S
"LIGHTNING"
GEYSER
FOR GAS OR OIL.**
346 EUSTON ROAD,
LONDON, ENGLAND.
Illustrated Price List Free.



Illustrative
of the
**Cushman-Disc
Faucet**

referred to in
previous "ad."

Looks all right,
Don't it?

Manufactured by
The JAS. MORRISON BRASS MFG. CO.
TORONTO. Limited

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor
"SELL'S COMMERCIAL INTELLIGENCE,"
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

Buy the Best.



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Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and Promptly
attended to, by
The Roberts Advertising Agency,
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BROWN & CO.**

Manufacturers of
All sizes of Hot Pressed
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KNOX HENRY

Heavy Hardware and Metal Broker
Room 220½ Board of Trade, MONTREAL.

SPECIALTIES—C Brand Horse Nails—Canada
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craft Screw Co.

BRASS GOODS—Gunn Castor Co., Limited, Bir-
mingham, Eng.

Berlin Felt Boot Co.

BERLIN, ONT.

Manufacturers of . . .

Guaranteed
BEST and
CHEAPEST
in the
market.

HAIR FELT

Made in
1/2 INCH
3/4 "
1 "

For Water and Steam Pipe Covering.

We keep a Large Stock to make Prompt Shipments.

HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of

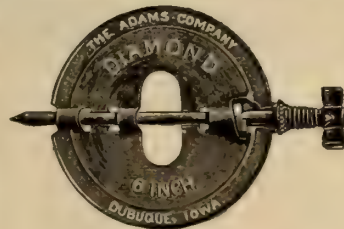
High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere



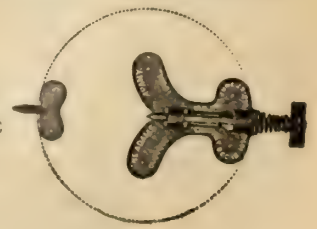
DIAMOND STOVE PIPE DAMPER AND CLIP.



U. S. Patent June 25th, 1895.
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of . . .

HARDWARE
TINWARE
and STOVES,
for furnace pipe, to support
the sheet steel blade



Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**
A. R. WOODYATT & CO., Guelph, Ontario.



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.
Made of Rock Elm.
Wholesale Trade Only Supplied.
Ask your Wholesale House for
the Preston make of Stick.
Write for Prices.

NEWFOUNDLAND'S WONDERFUL IRON MINES.

“WHAT the gold reefs of Johannesburg are to the Transvaal the Wabana iron beds are to Newfoundland,” says The New York Tribune. “They form immense deposits of rich red hematite ore, three miles long and several hundred feet wide, and showing 34,000,000 tons in sight above the water. The beds dip downward at an angle of eight degrees, and it is believed that they extend below the sea in practically unlimited quantity, though what is now in sight will suffice for a generation’s work. To all intents and purposes the mine is open quarry. The ore is got at by chopping off a surface covering of earth and rock and then loosening the hematite with charges of dynamite.

“The deposit is one of Nature’s freaks. It is a perfect reproduction of a tiled floor. Countless millions of cubes of mineral are laid out with rectangular precision, following the trend of the stratification, and these seem to have been cemented and forced together by some giant machinery in pre-historic days. Layer upon layer of these cubes are seen in a vertical section of the mine, and the lines of cleavage are as clearly defined and the general arrangement is as perfect as a child’s box of blocks. The only difference is that one cannot lift out one of these mineral cubes with the fingers, but a charge of dynamite, fixed in a portion of the deposit by a steam drill, shatters it for an area of many feet in every direction, and separates the solid mass into its thousands of little bricks, each about three inches square and as perfect in alignment as if produced by an artist. No mining, in the customary sense, is needed. The deposit lies open to the sun, and all the work involved is the loosening of successive sections and the gathering up of the fragments, which is done by men shoveling them into ore cars, which run on a light cable railway to a pier on the seashore.

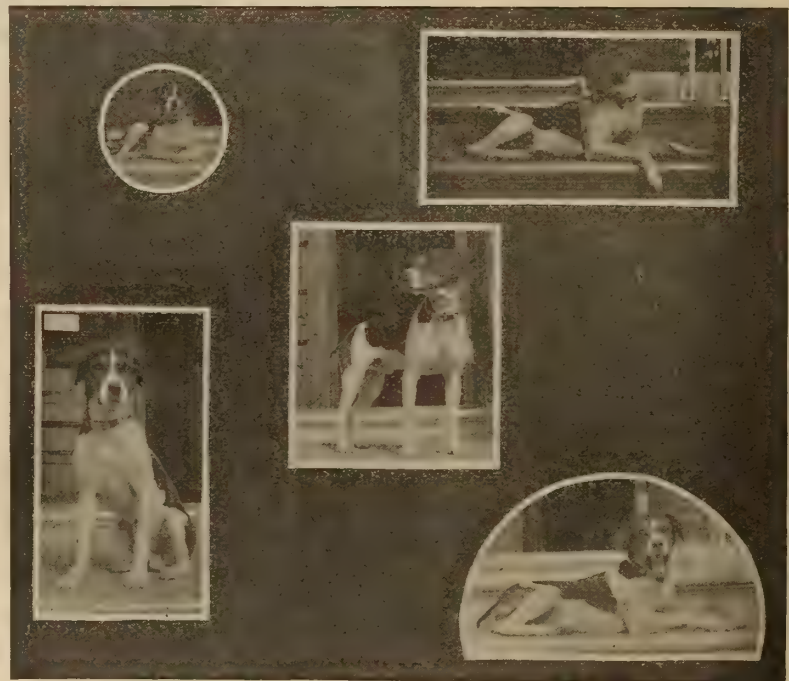
“The mine occupies the northern end of the island, and hard by is a sheltered cove, where a pier has been built, whence 10,000 tons of ore may be loaded in a day. The laden cars run down an incline by gravity and are upset automatically, their contents falling into one of ten pockets constructed in the interior of the pier. Each pocket takes 1,000 tons, and can be emptied into a steamer’s hold in ten minutes. Two ships a day can be loaded there when business is brisk. The output for seven months last year was 310,000 tons. From 1,000 to 1,500 men are employed this year, as the output is to be trebled, and to do that the force of employes will have to be still further augmented. For years the surface working will continue, and even when regular under-

ground mining is required, there will be none of the deep decents associated with coal and copper mines.

“The ease of working and the proximity to tidewater make this deposit one of the most advantageous from an economic industrial point of view that capitalists could possess. The cost of mining the ore and putting it on shipboard is but 25c. a ton, and the freight to Canada only 25c. more, 50c. being charged for its conveyance to Europe or the United States. It is in great demand in Germany, where ironmasters work it in very conveniently with poorer ores, and large quantities of it are also absorbed at Philadelphia and Baltimore. The price at which it sells there yields the owners of the Wabana mine a profit of \$1 a ton, and as

PORTLAND CEMENT.

“The Development and Future Prospects of Portland Cement Manufacture in America” is the subject of an article in a recent issue of The Engineering News. It is stated that although England was the birthplace of the industry, she no longer has a monopoly of it. Her annual production is now between 7,000,000 and 8,000,000 barrels, that of France barely 3,500,000 barrels, and Germany’s output from 18,000,000 to 20,000,000 barrels. Moreover, the quality of the German product is so excellent, and its makers have urged its merits on the attention of American engineers so vigorously, that large quantities of the article have been imported to this



The Watson, Foster Company’s Mascot, “JACK,” owned by Mr. S. S. Boxer, Montreal.

contracts for the delivery of 500,000 tons have been signed for this season it is very easy to see that there is a handsome dividend in it for the shrewd capitalists who control it.”

GLUE COMPANY FOR QUEBEC.

Louis Steinfeld, trader, New York ;¹ John H. Wintermeyer, manufacturer, Berlin, Ont.; Edwin H. Scully, manufacturer, Berlin, Ont.; George M. Foster, Peabody, State of Massachusetts, banker, and Eugene Racine, of Quebec, trader, are seeking incorporation under the style of The Canadian Tanners’ Glue Co., Limited. The new company intend to manufacture, sell, exchange and deal in glue, glue stock, fleshings, sizings, hair, pates, etc. Their capital stock will be \$300,000, and their headquarters, Quebec.

country. In 1883 the consumption was about 500,000 barrels, and nearly that amount was imported. In 1891 Americans consumed nearly 3,500,000 barrels and produced less than 500,000 barrels, or about one-seventh of the consumption. Three or four years later, however, the American industry spurted. By 1897 our production exceeded our importation, the former nearly amounting to 3,000,000 barrels and the latter falling in the vicinity of 2,000,000 barrels. Last year the United States produced 5,200,000 barrels and imported 2,300,000 barrels. But, while the output of domestic cement has rapidly increased during the last few years, the consumption has also developed enormously, so that The Engineering News estimates the mills of the country will not catch up with the home demand for 10 or 12 years to come.

"BRASSIO"

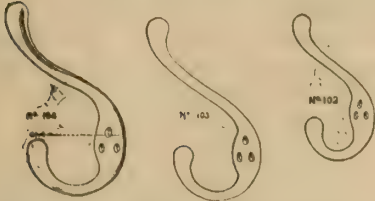
Hat & Coat  **HOOKS.**

2 Dsz. No. 102

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SAVE MONEY BY BUYING

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Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

THE GUNN CASTOR CO., Limited.
KNOX HENRY,

Canadian Agent, 220 Board of Trade MONTREAL.

THE ...

Waggoner Extension Ladder.



The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT., AND MONTREAL, QUE.

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OF



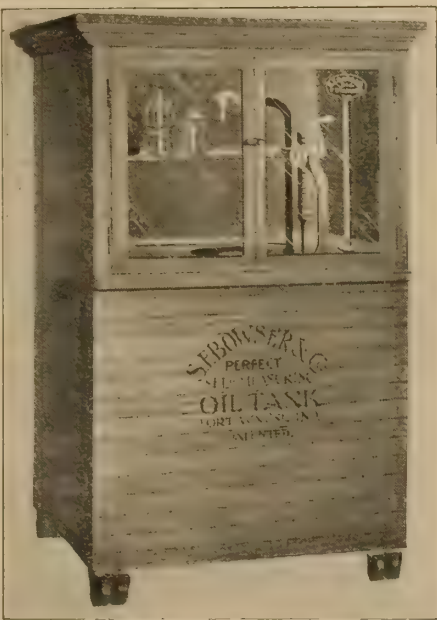
Wire Rope

of every description and
for all purposes.

Lang's Patent Wire
Rope for
Colliery and Mining
Use.



Short But Frequent Talks



WE SHOW ABOVE, THE

BOWSER GLASS FRONT CABINET.

Finished in Antique Oak or Grained and varnished, with

PUMP Measuring **GALLONS**
AT A STROKE. **HALF GALLONS**
QUARTS

Equipped with Steel Ball Cage Valves, Anti-Drip Nozzle and Dial Discharge Register. We build Forty-Nine other styles. You must be hard to suit if we can't please you. We should like to try. Send us your address to day.

S. F. BOWSER & CO., P. O. Box 564, TORONTO.
Factory: FORT WAYNE, IND.

Is our idea of advertising Oil Tanks. Merchants rather seem to fall in with the idea too, judged by the number of inquiries coming by every mail. This question is an all-absorbing one with us, of course, but we realize that other people may be equally absorbed in their own affairs and hence we endeavor not to "fire or bore" them by "harping continually on one string." It is unnecessary to say much about the elegant outfit shown herewith. It speaks for itself. It certainly is a beauty and a triumph of the cabinetmaker's art. And it's as good as it is handsome. In short, it is up to the Bowser standard, which is nothing short of "Perfection" in Oil Tanks. This is as fine an outfit as we build. We build others that work just as accurately, but are not so ornamental—they cost less—though none are expensive.

A Great Line

"GOOD CHEER" STOVES

Coal Ranges
Wood Ranges
Coal Cooks
Wood Cooks
Oak Heaters
Todd Heaters
Air-Tight Heaters
Art Base Burners.

The JAS. STEWART MANUFACTURING CO.
Woodstock, Ont. LIMITED

A LEAD-BURNING JOB.

A SHORT time since, a Philadelphia firm were called upon to line a steam-jacketed kettle with sheet lead. As the purposes for which it was to be used required that it should stand strong acids under heat, it was necessary that the joints in the lining should be burned together. The firm had never before done work of this kind, but, having just read the article on "Practical Blow Pipe Work," in *The Metal Worker*, of July 14, they were encouraged to undertake it. The information in that article enabled them to make the blow pipe with which the work was done. The kettle to be lined was 30 inches in diameter and 24 inches high. In carrying out the job, a sheet of lead $\frac{3}{8}$ inch thick was cut long enough to form into a circle and just slip down inside of the kettle. After forming the shape, the edges were butted together and the seam burned on both sides, to be sure of having it strong. A bottom was then cut 2 inches larger in diameter than the body. The 1-inch flange all around was turned up 1 inch, requiring a rather skillful piece of lead-beating to make it perfectly true to the size and shape of the body. When this was completed, the body and bottom were butted together and the seam on each side again burned for strength. When completed, it was slipped down inside of the kettle and the flanges turned over at the top.

Ordinarily, when lead burning is done with a compound blow pipe, using illuminating gas, Yager's salts, manufactured by Alexander R. Benson, of Hudson, N.Y., are used to facilitate the work, the impurities in the gas having a tendency to oxidize the surface to be burned and to interfere with the work. These salts not being obtainable from the local supply house, the work was done without their aid. The method by which success was attained was in keeping the surface clean by means of a shave hook. As fast as any part was soiled or smudged with soot from the flame the shave hook was used to clean the surface and make it bright. This evidently required a little extra time and patience, but the fact that the work was completed under the circumstances by men who had never done lead-burning not only reflects to their credit, but shows that lead burning is not the difficult, mysterious task it has been held to be by professional lead-burners for years.—*Metal Worker*.

ELECTRICAL WORKS IN GERMANY.

United States Consul-General Guenther writes from Frankfort, July 24, 1900, as follows:

"According to *The Electro-Technical Gazette*, German electrical works show

great increase. On March 1 last, there were in operation 652 electrical works, against 489 the previous year. One hundred and twenty-two works were in progress of construction, of which 17 were to be ready for operation on July 1. Twenty-seven of all the works were completed before 1890; all the others were constructed within the last 10 years. The number of places with electric light exceeds that of places illuminated by gas—900 against 850. The largest electrical plant is at Rheinfelden, with 12,360 kilowatts. Then follows one at Berlin, 9,230 kilowatts; one at Hamburg, 7,290 kilowatts; one at Munich, 6,110 kilowatts; two others at Berlin, of 5,452 and 5,312 kilowatts, respectively; one at Strassburg, 4,955 kilowatts; two others at Berlin, of 4,676 and 4,655 kilowatts, respectively; one at Chorzon, 4,310 kilowatts; one at Frankfort, 4,152 kilowatts; one at Dresden, 3,580 kilowatts; one at Stuttgart, 3,208 kilowatts; and at Hamburg, 3,150 kilowatts. All the electrical works supplied last year 2,623,893 incandescent lamps, 50,070 arc lamps, 106,368 horse power for electromotors, etc."

TO TEST GLUE.

Ignorance with regard to glue leads to a good deal of inferior work, and dirt in the glue-kettle is a source of frequent trouble, remarks Ironmonger. Many of the complaints which we receive about the quality of glue arise from the dirty condition of the kettle or pot in which it is melted. It is said that the lighter the color the better is the quality of the glue, and a clean fracture shows that the glue is not so strong as when it breaks with a conchoidal fracture. Glue should swell well when soaked in water, and not dissolve merely. The scientific method of testing glue is by means of the viscometer. If equal proportions of the sample to be tested and of a standard glue be dissolved until they become a jelly, they can then be liquefied by warming them, and the solutions, passed through the viscometer, will indicate quality by the time they take to pass through, and the values will be in proportion to the period occupied by each solution. Although, as a rule, workmen will not take so much trouble, it is well to weigh the glue first used from a large stock and measure the water which it takes up; and then the quantity of water absorbed will be known for that particular parcel of glue, and on future occasions the glue and water can be put together in the exact quantities required, and left to soak before heating; whereby a very much better result will be obtained.

Pierre Pomerleau, general merchant, Halifax South, Que., has disposed of his Woodside branch to James Pidgeon.

ART OF LIVING LONG.

VIVEURS, as a rule, prefer to live well rather than long. Hence the well-known phrase, "short and sweet." Nevertheless, many persons would prefer "long and sweet." If one may judge by the zeal with which the newspapers give accounts of the few centenarians who here and there drag out a precarious existence, it would seem as if the doctor who could permit us to live to such an advanced age would deserve the benediction of his contemporaries.

Sir James Sawyer, in a recent lecture at Birmingham, has tried to satisfy this desire. The following is, according to him, what one must do to live 100 years:

1. Sleep eight hours a day.
2. Sleep on the right side.
3. Open the windows of one's bedroom at night.
4. Put a screen in front of the door.
5. Place one's bed away from the wall.
6. Take a bath the temperature of the body every morning, not a cold douche.
7. Take exercise before breakfast.
8. Eat little meat and make sure it is thoroughly cooked.
9. (For adults.) Do not drink milk.
10. Eat much grain in order to nourish the cells which destroy the germs of disease.
11. Avoid intoxicants, which destroy these cells.
12. Take daily exercise in the open air.
13. Keep no animals in living rooms. They may have the germs of disease.
14. Live as much as possible in the country.
15. Drink water, avoid humidity and the neighborhood of sewage pipes.
16. Vary one's occupations.
17. Take from time to time a short holiday.
18. Limit one's ambitions.
19. Restrain one's natural character.

These prescriptions are easy to follow. We do not guarantee their absolute efficacy, but there is no danger in trying them. And then, who knows?

A FISH STORY.

"It's nothing after you get used to it" is an expression very commonly used and one which carries with it much truth. Not long ago we read of a wonderful species of fish which are found in the Northern waters. A writer in an exchange in describing these fish said:

"I caught one of them and put it into a barrel of water, determined to see whether it would, as said, live out of water. I took from this barrel of water a gallon every day for some time, then I took out a quart each day, then a pint, then a cupful, and eventually a large spoonful every day until the water was completely exhausted. The fish, to my great surprise, showed no signs of dissolution; on the contrary, in fact, it became more lively each day as the water was taken from it. I finally found the barrel empty and dry as a wooden leg, but my fish was still alive and apparently happy. I placed it in a cage and hung it up over my writing desk, where it seemed to prosper and would have been alive to day, no doubt, had not one of the children accidentally knocked the cage over, and with the fish, it fell into a bucket of water and the fish was drowned. It's all in getting used to a thing." This is not official, but important.

An oval-framed illustration of a large industrial factory complex. The scene depicts a sprawling multi-story building with numerous windows, several tall chimneys emitting thick smoke into the air, and a railway line with a train in the foreground. The illustration is rendered in a detailed, etched style.

All our goods are guaranteed.

Coopers	0 19	0 20
Huttner .....	.. .	0 18

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

HARDWARE.

Ammunition.

Cartridges.
R. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B. B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4-lb bags, 1 00
Best thick brown or grey felt wads, in 3/4-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 55
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Per lb., 10 0 12 1/2
Anvil and Vise combined, 4 50
Wilkinson & Co.'s Anvils, lb., 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb., 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz, 5 50 10 00
Double bit, 12 00 18 00
Bench Axes, 40 and 15 p. c.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, 13 00 15 00

Bath Tubs.

Zinc, 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled, 30 00
5 1/2-inch rolled rim, 1st quality, 22 00

Anti-Friction Metal.

"Tandem" A., per lb., 0 27
" B., 0 21
" C., 0 11 1/2

Magnolia Anti-Friction Metal, per lb., 0 25

STRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 28
Special, 0 25
Aluminum, 99 p. c. pure "Stracuse", 0 50

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.

Door.
Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 27 1/2 per cent.

Farm.
American, each, 1 25 3 00

House.
American, per lb., 0 35 0 40

Bellows.
Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Bolting.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.
Gilmour's, 47 1/2 to 50 per cent.

Expansive.
Clark's, 40 per cent.

Gimlet.
Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.
All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts. Per cent.
Norway Bolts, full square, 65
Common Carriage Bolts, full square, 65
" 5-16 and under, 6 1/2
" 1/2 and larger, 55
Machine Bolts, all sizes, 60
Coach Screws, 75
Sleigh Shoe Bolts, 60
Blank Bolts, 60
Bolt Ends, 65
Nuts, square, 40 off
Nuts, hexagon, 4 1/2 off
Tire Bolts, 67 1/2
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 60
Plough Bolts, 53

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.
Discount, 55 per cent.

Broilers.
Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.
German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 45 10

Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.
Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.
American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross, 50 9 50

Cement.
Canadian Portland, 2 80 3 00
English, 3 00
Belgian, 2 75 3 00
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters, Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8.25—No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—No. 4, \$12.00—No. 5, \$16.00 each. Ditto, wood frames—20c. each less than above.
Discounts: Delivered from factories, \$8 p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Grades, Grain.

Canadian, dis. 25 to 33 1/3 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, 22 1/2
" 8, 25
Boynton pattern, 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.
Miller's Falls, per doz. net list.

DRILL BITS.

Morse, is. 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80
No. 2, per doz., 1 60
Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 27 1/2 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACIORY MILK CANS.

Discount off revised list, 40 per cent.

FILES.

Black Diamond, 50 and 10 to 60 per cent.
Kennedy & Froote, 60 and 10 p. c. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.

Hay, manure, etc., dis. 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Star D. Diamond
Size Per Per Per Per
United 50 ft. 100 ft. 50 ft. 100 ft

Inches.
Under 26, 2 10 4 00 6 00
26 to 40, 2 30 4 35 6 65
41 to 50, 4 75 7 25 8 50
51 to 60, 5 00 7 50 9 25
61 to 70, 5 35 8 25 10 50
71 to 80, 5 75 8 65 11 75
81 to 85, 6 50 9 25 14 00
86 to 90, 7 25 10 50 15 50
91 to 95, 7 50 11 75 16 00
96 to 100, 8 00 12 00 16 00
101 to 105, 8 50 12 50 16 00
106 to 110, 9 00 13 00 16 00

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.

Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/8 per gross, 9 00
" 1/2 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.
Magnetic, per doz., 1 10 1 20

Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.
English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.
C. & B., dis. 40 per cent. rev. list.

Hoe.
C. & B., dis. 40 per cent. rev. list.

Saw.
American, per doz., 1 00 1 25

Plane.
American, per gross, 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Cut Saws.
Canadian, per pair, 0 13 1/4

HANGERS.

Steel barn door, doz. pairs, 5 85 6 00
Sterns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., " 0 06 1/2
" 6-in., " 0 16
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.

Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 3 50

Spring, per gro. pair, 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent

HOOKS.

Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per gross, 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47 1/2 per cent.

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"O" brand 50 p. c. dis. } Oval head.
"M" brand 50 p. c. }

Acadian, 50 and 10 per cent

MALEHAM & YEOMANS,

Highest Award.

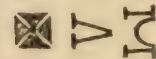
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Table Cutlery, Razors,
Scissors, Butcher Knives
and Steels, Palette and
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SPECIALTY: Cases of Carvers and
Cabinets of Cutlery.

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Exposition Universelle, Paris, 1889.

F. H. SCOTT, 360 Temple Building,

HORSESHOES.			NAIL SETS.			RAKES.			SCYTHES.		
Iron Shoes.	F.O.B. Montreal.	No. 2 and No. 1. and larger. smaller	Square, round, and octagon, per gross	3 38	4 00	Cast steel and malleable Canadian list dis.	50 and 10 p.c. revised list.	Discount, per doz. net	9 10	15 00	SCYTHE SNATHS.
Light, medium, and heavy.	3 65	3 90	Diamond	12 00	15 00	Wood, 25 per cent.		Canadian, dis. 45 p.c.			
Snow shoes.	3 90	4 15	NETTING.			RASPS AND HORSE RASPS.			SHEARS.		
Steel Shoes.			Poultry, 40 and 5 per cent. for McMullen's.			New Nicholson horse rasp, discount 60 p.c.		Bailey Cutlery Co., full nickled, dis. 61 p.c.			
Light.	3 85	4 10	OAKUM.	Per 100 lb.		Globe File Co.'s rasps, 60 and 10 to 70 p.c.		Seymour's, dis. 50 and 10 p.c.			
Featherweight (all dis.)	5 10	5 10		6 00		Heller's Horse rasps, 50 to 50 and 5 p.c.		'SHOVELS AND SPADES.			
F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.			OIL.			RAZORS.			Can. dis. 40 and 5 per cent.		
Toe weight steel shoes.	6 70		Water White (U.S.)	0 16 1/2		Geo. Butler & Co.'s.	8 00	18 00			
JAPANNED WARE.			Prime White (U.S.)	0 15 1/2		Boker's	7 50	11 00			
Discount, 45 and 5 per cent. off list, June 1899.			Water White (Can.)	0 15		Wade & Butcher's	3 60	10 00			
ICE PICKS.			Prime White (Can.)	0 14		Theile & Quack's	7 00	12 00			
Star per doz.	3 00	3 25	OILERS.			Elliot's	4 00	18 00			
KETTLES.			McClary's Model galvan. oil can, with pump, 5 gal.	0 00	10 00	REAPING HOOKS.					
Brass spun, 7 1/2 p.c. dis. off new list.			per doz.			Discount, 50 and 10 per cent.					
Copper, per lb.	0 30	0 50	Zinc and tin, dis. 50, 50 and 10.	1 25	3 50	REGISTERS.					
American, 60 and 10 to 65 and 5 p.c.			Copper, per doz.	1 50	3 50	Discount, 40 per cent.					
KEYS.			Brass,			RIVETS AND BURRS.					
Lock, Can., dis., 27 1/2 p.c.			Malleable, dis. 25 per cent.			Iron Rivets, discount 60 per cent.					
Cabinet, trunk, and padlock, Am. per gross.		60	GALVANIZED PAIRS.			Iron Burrs, discount 55 per cent.					
DOOR KNOBS.			Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.			Black and Tinned Rivets, 60 p.c.					
Door, japanned and N.P., per doz.	1 50	2 50	Flaring pairs, discount 45 per cent.			Extras on Iron Rivets in 1-lb. cartons, 1/2 c. per lb.					
Bronze, Berlin, per doz.	2 75	3 25	Galvanized wash tubs, discount 45 per cent.			Extras on Iron Rivets in 1/2-lb. cartons, 1 c. per lb.					
Bronze Genuine, per doz.	6 00	9 00	PIECED WARE.			Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1 c. per lb. extra, net.					
Shutter, porcelain, F. & L. screw, per gross.	1 30	4 00	Discount 40 per cent. off list, June, 1899.			Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1 c. per lb.					
White door knobs—per doz.	1 25		PICKS.			Terms, 4 mos. or 3 per cent. cash 30 days.					
HAY KNIVES.			Per doz.	6 00	9 00	RIVET SETS.					
LAMP WICKS.			PICTURE NAILS.			Canadian, dis. 35 37 1/2 per cent.					
Discount, 50 and 10 per cent.			Porcelain head, per gross.	1 50	3 00	ROPE, ETC.					
LANTERNS.			Brass head,	0 40	1 00	Sisal.	Manila.				
Cold Blast, per doz.	7 50		PLANES.			7-16 in. and larger, per lb.	8 1/2	12 1/2			
No. 3 "Wright's"	8 50		Wood, bench, Canadian dis. 50 per cent.			3/8 in.	9 1/2	13 1/2			
Ordinary, with O burner.	4 25		American dis. 50.			1/2 and 5-16 in.	11	14 1/2			
Dashboard, cold blast.	9 50		Wood, fancy Canadian or American, 37 1/2 to 40 per cent.			Cotton base, 1/4-inch and larger.	14 1/2	15			
No. 0.	6 00		Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.			Russa Deep Sea.	15 1/2	15 1/2			
Japanning, 50c. per doz. extra.			Miscellaneous, dis. 25 to 27 1/2 per cent.			Jute.	8	8			
LEMON SQUEEZERS.			Bailey's Victor, 25 per cent.			Lath Yarn.	9 1/2	9 1/2			
Porcelain lined, per doz.	2 20	5 60	PLANE IRONS.			New Zealand Rope.	10 1/2	10 1/2			
Galvanized	1 87	3 85	English, per doz.	2 00	5 00	RULES.					
King, wood.	2 75	2 90	PLIERS AND NIPPERS.			Boxwood, dis. 75 and 10 p.c.					
King, glass.	4 00	4 50	Button's Genuine per doz pairs, dis. 37 1/2 p.c.			Ivory, dis. 37 1/2 to 40 p.c.					
All glass.	1 20	1 30	Button's Imitation, per doz.	5 00	9 00	SAD IRONS.					
LINES.			German, per doz.	0 60	2 60	Mrs. Potts, No. 55, polished.	0 75				
Fish, per gross.	1 05	2 50	PLUMBERS' BRASS GOODS.			No. 50, nickle-plated.	80				
Chalk	1 90	7 40	Impression work, discount 60 per cent.			SAND AND EMERY PAPER.					
LOCKS.			Fuller's work, discount 65 per cent.			Dominion Flint Paper, 47 1/2 per cent.					
Canadian, dis. 33 1/2 p.c.			Rough stops and stop and waste cocks, discount, 60 per cent.			B. & A. sand, 40 and 2 1/2 per cent.					
Russell & Erwin, per doz.	3 05	3 25	Jenkins' disk globe and angle valves, discount, 55 per cent.			Emery, 40 per cent.					
Cabinet.			Standard valves, discount, 60 per cent.			SAP SPOUTS.					
Eagle, dis. 30 p.c.			Jenkins' radiator valves, standard, dis., 60 p.c.			Bronzed iron with hooks, per doz.	9 50				
English and Am., per doz.	50	6 00	Quick opening valves, discount, 60 p.c.			SAWS.					
Scandinavian.	1 00	2 40	No. 1 compression bath cock.	2 00		Hand, Diaston's, dis. 12 1/2 p.c.					
Eagle, dis. 15 to 17 1/2 p.c.			No. 4	2 00		B. & D., 40 per cent.					
MACHINE SCREWS.			No. 7, Fuller's	2 50		Crescent, Diaston's, per ft.	0 35	0 55			
Iron and Brass.			No. 4 1/2	3 00		S. & D., dis. 35 p.c. on Nos. 2 and 3.		2 75			
Flat head, discount 25 p.c.			POWDER.			Hack, complete, each.	0 75	2 75			
Round Head, discount 20 p.c.			Velox Smokeless Shotgun Powder.			" frame only.	0 75	0 75			
MALLETS.			100 lb. or less.	0 85		SASH WEIGHTS.					
Tinsmiths', per doz.	1 25	1 50	1,000 lb. or more.	0 80		Sectional, per 100 lbs.	3 25	3 25			
Carpenters', hickory, per doz.	1 25	3 75	PRESSED SPIKES.			Solid,	1 50	1 50			
Lignum Vitae, per doz.	3 85	5 00	Discount, 25 per cent.			SASH CORD.					
Caulking, each.	60	2 00	PULLEYS.			Per lb.	0 23	0 30			
MATTOCKS.			Hothouse, per doz.	0 55	1 00	"Lincoln," per doz.	6 50				
Canadian, per doz.	8 50	1 00	Axle	0 22	0 33	SCALES.					
MEAT CUTTERS.			Screw	0 27	1 00	B. S. & M. Scales, 45 p.c.					
American, dis. 25 to 30 p.c.			Awning	0 35	2 50	Champion, 65 per cent.					
German, 15 per cent.			PUMPS.			Fairbanks Standard, 35 p.c.					
MILK CAN TRIMMINGS			Canadian cistern.	1 80	3 60	" Dominion, 55 p.c.					
Discount, 25 per cent.			Canadian pitcher spout.	1 40	4 10	Richelieu, 55 p.c.					
NAILS.			PUNCHES.			Chatillon Spring Balances, 10 p.c.					
Quotations are:			Saddlers', per doz.	1 00	1 85	SCREW DRIVERS.					
2d. and 3d.	\$3 60	\$4 10	Conductors', "	9 00	15 00	Sargent's, per doz.	0 65	1 00			
3d.	3 25	3 77	Tinners' solid, per set.	0 00	0 72	SCREWS.					
4 and 5d.	3 00	3 60	" hollow, per inch.	0 00	1 00	Wood, F. H., iron, and steel, 80 p.c.					
6 and 7d.	2 90	3 45	RANGE BOILERS.			Wood R. H., dis. 75 p.c.					
8 and 9d.	2 75	3 25	Galvanized, 30 gallons	7 25		" F. H., brass, dis. 75 p.c.					
10 and 12d.	2 70	3 20	" 40 "	8 15		Wood R. H., dis. 67 1/2 p.c.					
16 and 20d.	2 65	3 15	Copper,	30	22 00	" F. H., bronze, dis. 67 1/2 p.c.					
30, 40, 50 and 60c. (base).	2 60	3 10	" 40 "	30 00	26 00	" R. H., dis. 62 1/2 p.c.					
Steel Cut Nails 10c. extra.			Discount off Copper Boilers 10 per cent.			DRIVE SCREWS, 60 per cent.					
Miscellaneous wire nails, dis. 70 per cent.						Bench, wood, per doz.	3 25	4 00			
Coppers' nails, dis. 30 per cent.						" iron,	4 25	5 75			
Flour barrel nails, dis. 25 per cent.											
NAIL PULLERS.											
German and American.	1 85	3 50									



No. 4—3 dozen in case, net cash \$4 80
No. 6—3 dozen in case, " 8 40

TACKS BRADS, ETC.

Strawberry box tacks, bulk 75 & 10
Cheese-box tacks, blued 80 & 12 1/2
Trunk tacks, black and tinned 85
Carpet tacks, blued 30 & 5
" tinned 40 & 10
" (in keg) 40
Cut tacks, blued, in dozens only 75 & 15
" 1/4 weights 40
Swedes, cut tacks, blued and tinned—
In bulk 80 & 10
In dozens 75
Swedes, upholsterers', bulk 35 & 12 1/2
" brush, blued & tinned, bulk 75
" gimps, blued tinned and japanned 75 & 12 1/2
Zinc tacks 35
Leather carpet tacks 55
Copper tacks 50
Copper nails 52 1/2

STANDARD CHAIN CO.,

PITTSBURGH,
U. S. A.

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OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

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Montreal.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued and tinned.....	65 and 5
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk.....	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails.....	15
Zinc glazier's points.....	5
Double pointed tacks, papers.....	90 and 10
" " bulk	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.

Payson's per doz..... 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Disston's discount 10 per cent. 4 75 6 00
German, per doz.....
S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb..... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb..... 0 33 0 45
Staging, " 0 27 | 0 35 || Broom, " | 0 30 | 0 55 |

VICES.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb..... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz 6 50 13 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White,
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the
list.
Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.
Smooth Steel Wire, base, \$3.00 per 100
lb. List of extras: Nos. 2 to 5, d

vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.
—spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 15 per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ½-lb. hanks, 75c.—in ¼-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95
No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15
No. 12, \$3.35—No. 13, \$3.45—No. 14,
\$4.50—No. 15, \$5.00—No. 16, \$5.25.

Clothes Line Wire, 19 gauge,
per 1,000 feet..... 3 30

WIRE FENCING. F.O.B.

Galvanized, 4 barb, 2½ and 5 Toronto
inches apart..... 3 25
Galvanized, 2 barb, 4 and 6
inches apart..... 3 25
Galvanized, plain twist..... 3 25
Galvanized barb, f.o.b. Cleveland, \$2.85 in
carlots, and \$2.95 in less than carlots.
Terms, 60 days or 2 per cent. in 10 days.
Ross braid truss cable 4 50

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net... 2 00
Terms, 4 months, May 1; 3 p.c. off 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c.
Towers' Engineer, each..... 2 00 7 00
" S., per doz..... 5 80 6 00
G. & K's Pipe, per doz..... 3 40
Burrell's Pipe, each..... 3 00
Pocket, per doz..... 0 25 2 90

WRINGERS.

Leader..... per doz. \$60 00
Royal Canadian 58 00
Royal American 50 00
Discount, 45 per cent.; terms 4 months, or
p.c. 30 days.

WROUGHT IRON WASHERS

Canadian make, discount, 25 per cent.

ESTABLISHED 1860.

INCORPORATED 1895.

GOLD MEDAL FOR ...

ENAMELLED WARE

at the World's Exposition,
Paris, 1900.

OUR BRANDS:



"Crescent"
"Premier"
"Princess"
White
Blue and White
"Star" Decorated
White Decorated



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LINSEED OIL

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Stewart Bros. & Spencer's

is the best. Name on every barrel.
Special quotations for import.

J. WATTERSON & CO.

MONTREAL, Agents for Canada.



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

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an advertisement
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will bring you
tenders from the
best contractors.

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Tailors' Shears,
Trimmers, Scissors,
Tinnern's Snips, etc.



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R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

CHAS. F. CLARK, President.

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AS GOOD AS THE
BEST, AND BETTER
THAN MOST.

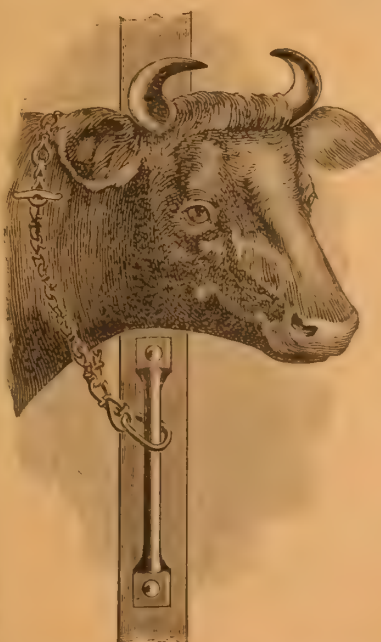
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Send for Catalogue
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Price List.

Cutlery Co.

BRANTFORD, CAN.



Dominion Pattern Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short, with prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

The stall fixture is made from a tough quality of steel and is very strong. Also, owing to its circular cross-section, it is exceedingly rigid. Its simplicity, convenience, cheapness, and ease of attaching make it very popular with cow users.

This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

For sale by all Jobbers; manufactured by

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

Est. 1893

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Black Diamond File Works

G. & H. Barnett Company

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Twelve

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Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

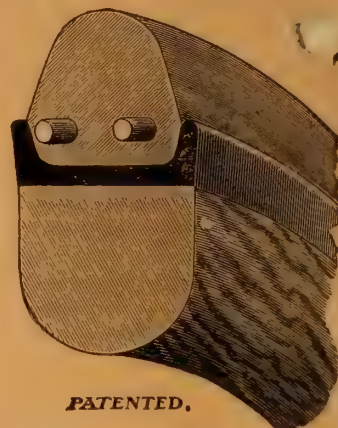
THERE ARE A DOZEN DIFFERENT-KINDS OF

SOLID RUBBER TIRES

FOR CARRIAGES.

Ninety per cent. of all the
Rubber Tires in use in New
York City are the

“Kelly-
Springfield.”



WHY ?

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Sole Manufacturers in Canada

THE GUTTA PERCHA AND RUBBER MFG. CO.
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Head Office and Warerooms

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Factories—115-165 West Lodge Ave.
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American Sheet Steel Company

Battery Park Building,
NEW YORK.

Specifications for Black and
Galvanized Sheets required for
delivery during September and
October should be sent in at once.

B. & S. H. THOMPSON & CO'Y

26 St. Sulpice St., MONTREAL,

Sole Agents in Canada for American Sheet Steel Company.

Cost does not end
with buying

There's the working to be considered.
Imperfect material means imperfect
work and—dissatisfaction.

“BEST BEST POPLAR” BRAND
GALVANIZED FLAT SHEETS

Always turn out well, smooth,
even, soft and workable.

GALVANIZED CORRUGATED SHEETS
“BLACKWALL” BRAND

BLACKWALL GALVANIZED IRON CO.
LONDON, ENG. ... Limited

Canadian Agents, J. WATTERSON & CO.
MONTREAL.

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, SEPTEMBER 15, 1900

NO. 37

"TANDEM" ANTI-FRICTION METAL.

The Most Economical.
The Least Wearing.
The Most Durable.
Friction Preventing.

"Tandem" Metals are better than
any other for their purpose,
and are, therefore:

Resistance Reducing.
Journal Preserving.
Power Increasing.
Lubricant Saving.

A QUALITY

For Heaviest Pressure and Medium Speed
or Heavy Pressure and High Speed.

B QUALITY

For Heavy Pressure and Medium Speed
or Medium Pressure and High Speed.

C QUALITY

For Medium Pressure and High Speed
or Low Pressure and Highest Speed.

Sole Agents:

LAMPLUGH & McNAUGHTON, 59 St. Sulpice Street, MONTREAL.

THE TANDEM SMELTING SYNDICATE, LIMITED

Queen Victoria St., London, E.C.

The largest smelters of Anti-Friction
Metals in Europe.



MADE TO WEAR.

"Queen's Head" Iron is made to wear. No danger
of its rusting in spots or discoloring after a short ex-
posure, like so many other brands. The secret is per-
fectly galvanizing. Examine the surface carefully, under
a magnifying glass, compare it with other makes, and
note the cleanness, smoothness, and uniformity of
"Queen's Head" coating.

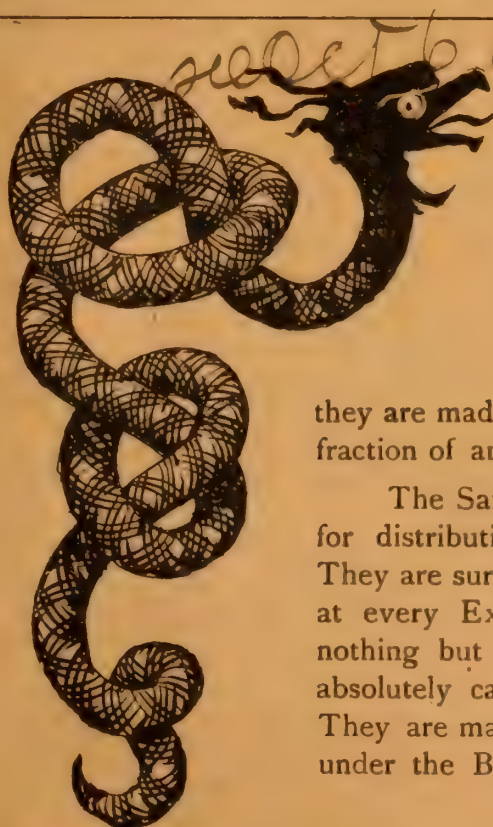
It's "the best to-day, and good for years."

JOHN LYSAGHT, LIMITED

Makers

BRISTOL, ENG.,
and MONTREAL.

A. C. LESLIE & CO., Managers Canadian Branch, MONTREAL.



MADE TO FIT

Circles, Curves, Angles.

they are made in various heights to suit the space required, down to the
fraction of an inch.

The Safford Radiators embody the best method known to Science
for distributing the best kind of heat—**hot water and steam**.
They are sure, safe, economical. They have taken the highest awards
at every Exhibition of importance since the World's Fair where
nothing but practical results decided the question. Above all, they
absolutely cannot leak, because they have screw nipple connections.
They are made and guaranteed by the largest Radiator Manufacturers
under the British Flag.

Those light,
strong, handsome
Safford Radiators (the original inven-
tion in screw-threaded nipple connec-
tions—no rods, bolts or packing), are
made in twenty-five different styles to
fit circles, curves and angles. And

The Dominion Radiator Co., Limited, Toronto, Ont.

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AMMUNITION

We carry a full line of Shells
and Cartridges loaded with the
celebrated Curtis & Harvey Powder.

DUCK DECOYS
CALLS

SHOOTING JACKETS
LEGGINGS

RICE LEWIS & SON

LIMITED

Cor. King and Victoria Sts.,

TORONTO.

THE

Abbott-Mitchell Iron and Steel Company

OF ONTARIO, LIMITED.

Manufacturers of . . .

*Bar Iron and Steel
Nails, Spikes
Horse Shoes . .
Bolts, Washers, etc.*

**BELLEVILLE,
ONTARIO.**

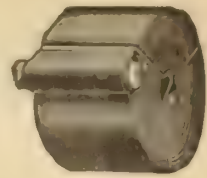
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TRADE MARK

The best way for a hardware dealer to insure the success
of his business is to handle

The Island City Mixed Paints
Floor Paint dries hard in 8 hours
The Island City Varnishes
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The Island City Pure Colors in Oil
and Japan.

Customers are sure when they buy our Island City Paints
that they get the best value for their money.

P. D. DODS & CO., Proprietors, 188-190 McGill Street,
TORONTO, HALIFAX, WINNIPEG. MONTREAL.

**THRESHING
BELTS**

with these brands
insure the best
of wear for the
money.

**The Canadian Rubber
Co. of Montreal,**

**MONTREAL,
TORONTO,
WINNIPEG.**



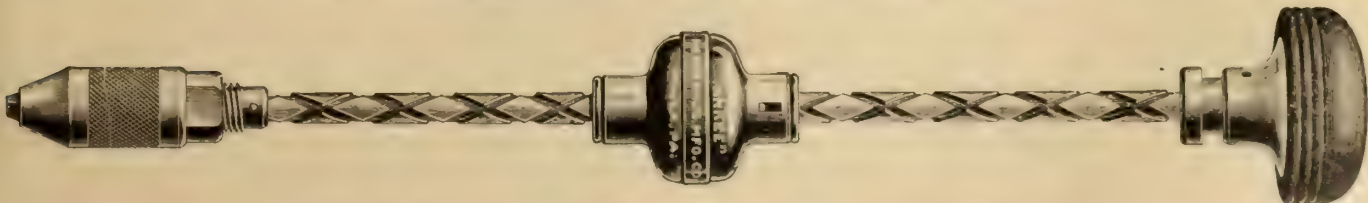
SOME OF THE NEWER "YANKEE" TOOLS



NO. 41 AUTOMATIC DRILL WITH DRILL POINTS IN HANDLE.



NO. 42 AUTOMATIC DRILL WITH DRILL POINTS IN BOX.



NO. 50 RECIPROCATING DRILL, FOR WOOD OR METALS.

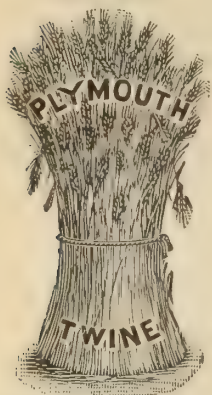
Sold by Leading Jobbers
throughout the Dominion.

NORTH BROS. MFG. CO.,
Philadelphia, Pa., U. S. A.

"PLYMOUTH" TWINE satisfies.

If you are not pleased with the twine you are handling; if it comes back because it breaks, tangles, falls in the ball; if it gives your customer trouble, why not

TRADE MARK



"The Stamp of Excellence."

TRY "PLYMOUTH" IN 1901?

"Plymouth" Twine Dealers

sell more twine,
have less trouble with sales,
have better satisfied customers,
get better prices,
make more money
than dealers who sell other makes.

WHY?

Because "PLYMOUTH" is best and everybody knows it.

Distributors: **PLYMOUTH BINDER TWINE AGENCY,** 54 Bay St.,
... TORONTO

SAMUEL, SONS & BENJAMIN,

LONDON AND LIVERPOOL, ENGLAND.

M. & L. Samuel, Benjamin & Co.

General Importers and Exporters and Metal Merchants

27 Wellington Street West,

TORONTO, ONT.

We carry in stock a full line of the following goods:

Antimony.

Brass—Sheets, Soft and Hard.
Rods and Tubes

Canada Plates.

Copper—Bar and Ingot.

Pitts.

Rods and Tubes.

Sheathing, Roofing and Brazier's.

Copperine and Babbitt.

Cotton Waste.

Crucibles.

Eave Trough—Also Spikes and Cond. Hooks.

Glue—English and French.

Iron—Band, Hoop and Rod.

Black and Tinned Sheet.

Galvanized, "Gordon" Crown and "Apollo,"

Russia, Genuine and Imitation.

Iron Pipe—Black and Galvanized.

Lead—Bar, Pig and Sheet.

Lead Pipe.

Solder—Half and Half and Standard.

Steel Sheets—Common and Dead Flat.

Tin Plates—Charcoal and Coke.

Tin—Bar.

Ingot, "L. & F." and Straits.

Wire—Bright Iron and Coppered Iron.

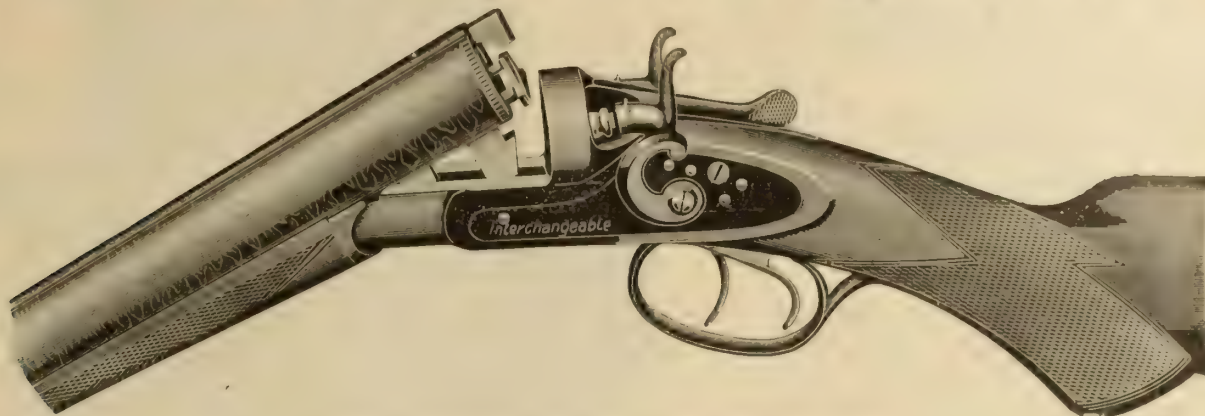
Zinc—Sheets and Block.

ENQUIRIES SOLICITED.

PLEASE WRITE FOR QUOTATIONS.

Full . . .
Machine-made

Guns, Interchangeable in all parts



Write for Catalogue full line of Arms and Ammunition.

Wood, Vallance & Co.
Hamilton, Ont.

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Geo. D. Wood & Co.

IRON MERCHANTS

Importers of
British and Foreign

HARDWARE.

WINNIPEG - CANADA.

CORDAGE . .

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Tarred Hemp Rope	Lath yarn	Spun yarn
Sisal Rope	White Hemp Rope	Shingle yarn	Pulp Cord
Jute Rope	Bolt Rope	Bale Rope	Lobster Marlin
Russian Rope	Hide Rope	Lariat Rope	Paper Cord
Marline	Halyards	Hemp Packing	Cheese Cord
Houseline	Deep Sealine	Italian Packing	Hay Rope
Hambroline	Ratline	Jute Packing	Fish Cord
Clotheslines	Plow Lines	Drilling Cables and	Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
Orders will not be accepted for second quality or "mixed" goods.

CONSUMERS CORDAGE COMPANY, Limited

Toronto Branch 27 FRONT ST. WEST.

TEL 94.

Wm. B. Stewart, Agent.

Montreal, Que.

An Ideal Farmer's Range

Our... Oxford Chancellor

ALWAYS GIVES THOROUGH SATISFACTION.

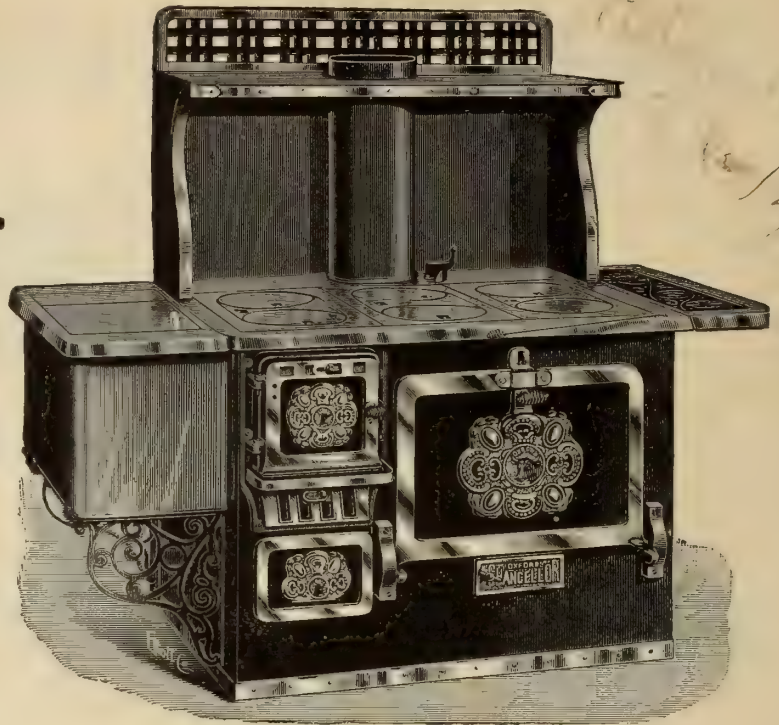
It is made of Heavy Steel Plate—burns the coarsest wood, or may be fitted with coal linings.

The large dimensions, superior durability and working conveniences appeal irresistibly to all customers who need an up-to-date range.

Fire Box 28 in. long.
Oven, 20 x 22 x 14 in.
Top Cooking Surface, 39 x 30 in.

Handsomely finished and moderate in cost. Your stock is not complete without the Chancellor.

Have you our price lists?



THE GURNEY FOUNDRY CO., Limited

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., Limited, - Montreal.

MOORE BROS. LIMITED.



BRASS AND IRON FOUNDERS

BIRMINGHAM, ENGLAND.



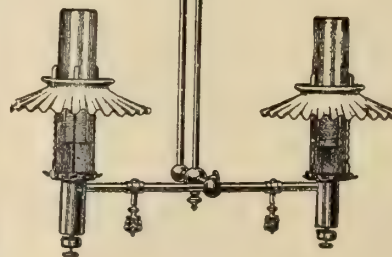
The original and sole manufacturers of the M.B. patent finished electro-brassed goods. Note the "Beehive" trade mark, and beware of imitations.

All goods put up in cardboard boxes.

Samples or illustrated lists free on application.

4
STYLES
No. 9

THE AUER GASOLINE LAMP



No. 9,
200 Candle Power.

Suitable for
STORE,
RESIDENCE
OR CHURCH.

The only Lamp on the Canadian market which is guaranteed not to clog, flicker or smell.

YOUR MONEY BACK IF NOT ENTIRELY SATISFIED

For Catalogues and Prices on Lamps, Mantles and Sundries, write

AUER LIGHT CO.

1682 Notre Dame St., MONTREAL.

E. SIMPSON & CO., Moose Jaw, Agents for the Territories.

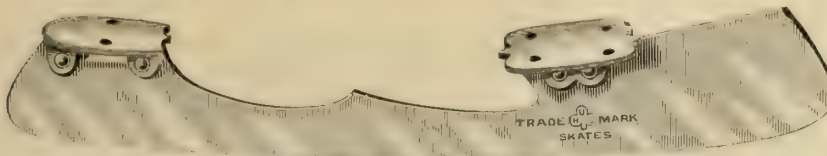
SKATES

We have lately purchased the entire stock of the

Dominion Skate Co.



ST. LAWRENCE NEW MODEL LADIES'.



VICTORIA CLUB.



ST. LAWRENCE LADIES' AND GENTLEMEN'S FIGURE SKATE.



ST. LAWRENCE HOCKEY WITH FLANGE BLADE.



It will pay you
to get our prices
before buying.

Let us send you
a sample order.



KEYSTONE AND ST. LAWRENCE HOCKEY.



NO. 692.

LEWIS BROS. & CO.

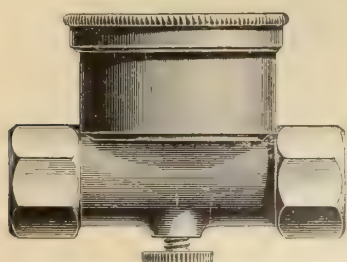
St. Sulpice Street,

 MONTREAL.



HOW TO SAVE GAS

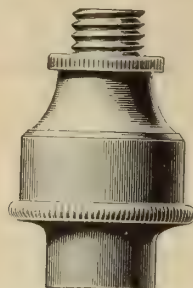
... USE ...
Peebles' Automatic Gas Governors



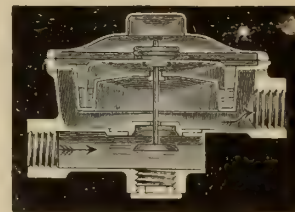
Gas, Fire and Stove Governor.



House Governor Burner.



Governor for Incandescents.



Mercurial Governor for Fixing at Meter.

Sole Manufacturers, D. BRUCE PEEBLES & CO., Tay Works, Edinburgh, Scotland.

Always in Stock . . .

Antimony Aluminum
Bismuth Ingot Copper
Ingot Brass Pig Tin
 Pig Lead
Solder Type-Metals, etc.

Syracuse Smelting Works
SYRACUSE and MONTREAL.

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT., AND MONTREAL, QUE.



MANUFACTURERS
OF

Wire Rope

of every description and
for all purposes.

Lang's Patent Wire
Rope for
Colliery and Mining
Use.



Don't push an article because it's **cheap**. Sell goods which have other merits as well.

KEMP'S SLICK OIL CAN



has all the points which go to make perfection in Oil Cans, and yet is not expensive.

No slop.

No waste of oil.

No more running over of lamps.

Flow of oil stops when lamp is full. Pump can be removed when can is sent to be refilled.

We would like to quote you prices.

Kemp Manufacturing Co., Toronto



VOL. II.

MONTREAL AND TORONTO, SEPTEMBER 15, 1900.

NO. 37.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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MONTREAL Board of Trade Building.
Telephone 1255.
TORONTO 10 Front Street East.
Telephone 2148.
LONDON, ENG. . . . 109 Fleet Street, E.C.4.
J. M. McKim,
MANCHESTER, ENG. . . 18 St Ann Street.
H. S. Ashburner,
WINNIPEG Western Canada Block.
J. J. Roberts.
ST. JOHN, N. B. . . . No. 3 Market Wharf.
I. Hunter White.
NEW YORK 150 Nassau Street,
Edwin H. Haven.

Travelling Subscription Agents:

T. Donaghy. F. S. Millard.

Subscription, Canada and the United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Saturday.

Cable Address { Adscript, London
Adscript, Canada.

**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

THE FALL FAIR TRADE.

TO the merchant in a town where each fall brings an annual Fair, with the attendant crowds, enthusiasm and excitement, the week of the Fair should be one of the important weeks of the year. It is, possibly, the best week of the year in many places to make an effort to extend the fame of a store and the stock in it—to advertise one's business. And, in addition to the advertising, the week should show an unusually good record of business done.

But how can the best results, both in advertising and selling be attained?

It is safe to assume that, while the majority

of farmers and others who come to the Fair are in town for a good time, all of them are looking for new ideas for their work; that they are able and ready to buy anything they consider will be of value to them. Therefore, the merchant should start a week or two before the Fair to interest those likely to attend in the goods in his store, and to make them ready to visit it when they are in town. To reach this end there is, of course, no medium better than the local and adjacent newspapers.

Such a campaign of advertising, however, must be accompanied or followed by special preparations for the visitors who are likely to be attracted by the advertisements.

The dressing of the store windows must be done with extra care and skill. As a rule it is best to devote them to farmers' needs—goods for the field, stable, barn, dairy and household. If there are two windows, one should be trimmed to secure the attention of the farmers and their sons, the other to attract the wives and daughters.

The interior of the store, too, should take on a gala attire. Make it bright and attractive—even gaudy, for color and show have not yet lost their potency in attracting the attention and exciting the interest of buyers such as business is expected from at the time of the Fall Fair.

SURLY SALESMEN.

There is nothing that should be more discouraged in a store than surliness toward customers.

It is, no doubt, somewhat irritating while waiting upon one customer to be told that another requires this or that article. But it is no excuse for snappishly replying that he

(the salesman) is busy and that the customer will have to wait.

These facts could be intimated in a way that is pleasant as well as in a way that is unpleasant, and to cultivate the quality of doing so should be the effort of every salesman.

PRICES OF CUTLERY ARE FIRM.

THERE has been a suspicion among the Canadian hardwaremen that, on account of the decline in steel, cutlery of all kinds would, sooner or later, take a drop. This has led Canadian agencies of English firms to write to headquarters for information. We have heard of two replies received this week, and both of these say that prices of cutlery are advancing, rather than declining. One firm say that they cannot duplicate the last orders sent in, except at an advance of 5 per cent.

Changes in the price of raw material do not produce corresponding changes in the prices of cutlery, for the main elements that enter into the cost of production of cutlery and such grades of goods are the outlays for coal, gas and labor. It is a well-known fact that coal has doubled in price in England within the last year, so that coal is now virtually being carried from America to Newcastle, and it is also a well-known fact that wages in England are being advanced rapidly. Most materials employed in these foundries have increased in cost more or less, and on this account we believe no reduction in cutlery will occur. Many merchants, indeed, have been of this opinion for some time, as cutlery has been one of the few moving articles on the market.

THE WEAKNESS OF THE TORONTO EXHIBITION.

THE Toronto Industrial Exhibition of 1899 came in for a great deal of criticism from **HARDWARE AND METAL**. In some particulars, the Exhibition which closed last week showed that the management had profited somewhat by that criticism.

The most marked evidence of this was to be seen in the main building. In that building, there was certainly an improvement. There was a decided decrease in the fakir and hawker element, while of the arts and industries of the country there was probably a better representation than for some years, at any rate. But that does not alter the fact that there is still room for improvement in the main building.

In the carriage building, the exhibit was representative and full. The same can be said of the live stock.

In the machinery building there were a few good exhibits, but there were not enough of them. Although the management persuaded some manufacturers to come in the second week of the Exhibition and fill up vacant space, there was vacant space to the end, and a great deal of it. The machinery building is no more like it was a few years ago than winter is like spring.

One of the most deplorable sights was the almost complete abandonment of the agricultural implement building. Half a dozen implement firms were the sum total that exhibited. Of reapers and mowers there was but one of each, and the exhibitor was a foreigner. It was Hamlet with Hamlet left out of the play. The features of the agricultural implement building were the refreshment stands and the cider booth.

Many of the disgusting and suggestive sideshows of the previous year were absent, but not all. And there is still a great deal of room for improvement.

During the last few years the management has been sowing the wind and it is now reaping the whirlwind.

We believe that the management made some attempt this year to improve matters. But it began too late. And even now it does not appear to have grasped the right string.

The plea of the management is for new

buildings. New buildings are undoubtedly needed.

But what is wanted a great deal more is a new policy.

Ask a manufacturer who does not exhibit, and the dissatisfied one who does, why the high reputation the Industrial Exhibition once possessed no longer exists, and he will tell you that the policy of the management is to encourage the entertainment feature at the expense of what should be the primary features of the Exhibition, namely, the arts and manufactures.

The trouble is not hostility to the manufacturers. It is apathy, and downright apathy. But it is producing the same effects as if it was hostility pure and simple.

It does not pay the manufacturers to exhibit at the Industrial, or any other similar institution for that matter. But there is naturally a desire on the part of everyone who makes a good article to place it where many people will see it, provided they are encouraged to do so by the management.

At present the manufacturers of this country get no encouragement from the management of the Industrial Exhibition. "You can come if you want to, but you can stay away if you like" is in effect what the latter say to the former. And they are staying away.

The management of the Industrial Exhibition appears to think it is independent of the manufacturers of this country. It never made a greater mistake. If there is anyone that is independent it is the manufacturer. It would make no difference to him financially if there was never another exhibition. But it would make a great deal of difference to the exhibition at Toronto if the manufacturers of Canada were to do what the tendency is for them to do at present—ignore it altogether.

It may not care to acknowledge it, but the treatment accorded the manufacturers of this country by the management is the source of the unpopular wave which promises to submerge what has, until of late years, been the most popular and successful annual exhibition of the kind on this continent.

The policy of the management of the Pan-American Exposition, which is to be

held at Buffalo next year, is quite opposite to that of the Toronto Industrial.

It realizes that a successful exhibition can be secured only by the cooperation of the manufacturers, and it is soliciting their cooperation, just as a business man solicits the trade of his customers. And, after all, is it not by the applying of business principles to the management of an exhibition that the best results are to be obtained? We think so.

AN ANOMALOUS CONDITION.

AT the recent convention of the Maritime Board of Trade, in Kentville, N. S., the Parrsboro' delegate secured the endorsement of a movement for a daily mail service between his town and Wolfville, at the other side of the famous Minas Basin.

A steamer already runs daily between Parrsboro' and Kingsport, but it does not carry the mails. A wharf is being built at Wolfville, and, when that is finished, the steamer will extend her trip to that town, and, for a small subsidy, would carry the mails.

It is only a couple of hours' sail from Parrsboro' to Wolfville, and yet a letter mailed at the former town does not reach its destination until the following day, on account of its lying over at Halifax one night to make train connection. And Parrsboro' is not the only town in Nova Scotia affected.

The subsidy would not at the outside be for more than \$1,000 a year, and the Parrsboro' Board of Trade has certainly made out a good case.

In our recent report of the convention the population of Parrsboro' was given as 200. This was an error. It should have read 2,500.

THE MANUFACTURERS' SECRETARY

T. A. Russell, B.A., has been reengaged as Secretary of The Canadian Manufacturers' Association at a largely increased salary. The great progress the association has made in the past few months has been largely due to his intelligent and energetic efforts, and the increase in salary is well deserved. The work he has done and is doing for the manufacturers of Canada has paid and will pay many times over the expenditure on his salary and other expenses.

A MANUFACTURERS' CRITICISM.

DURING one of the luncheons of the Exhibition directors, Mr. J. O. Thorn, manager of The Metallic Roofing Co., Limited, and one of the representatives of the Canadian Manufacturers' Association, spoke his mind rather freely. Here is what he said :

"When I last had the pleasure of addressing the directors of this association, I was not quite so cordially welcomed. However, I then brought to your attention, perhaps in a more forcible than eloquent manner, certain facts and suggestions, based upon the very large number of letters that I had received from many of the exhibiting and other manufacturers of this country, and I am pleased to notice that at least some of the suggestions have been acted upon, and some of the desired improvements have been made—notably, the clearing out from the ground floor of the main building, of the lunch stands and catch-penny exhibits that were formerly so objectionable, and the reserving of this portion of the building for the exhibits of bona fide manufactures, and the curtailing of the selling rights in buildings containing manufactured goods, also, the improvement of the carriage building by whitewashing it on the inside. It is further pleasing to note that the roof of the main building and also that of the machinery hall, which leaked very badly, have been repaired.

"A slight improvement has been made in the sanitary arrangements, but there is still very much to be desired in connection with these very necessary conveniences.

"It is quite incomprehensible to me why a little more foresight is not used, and a little more energy applied, in connection with getting the buildings in proper shape for the reception of exhibits. To illustrate more clearly what I mean in this connection, I beg to draw your attention to the fact that daylight could be seen in a great many places through the roof of the carriage building, and, notwithstanding the fact that a committee of your association, and I believe, of the city council, made an inspection and actually noted the defects in question, those whose duty I think it was to see that the repairs were carried out, evidently gave no attention whatever to the matter. The park commissioner was interviewed by myself, and also, I believe, by Mr. W. K. McNaught and Mr. George Booth, but nothing resulted beyond his promising in a very pleasant manner to have the matter attended to, which, unfortunately, was not done, and, after a number of vehicles had been placed in the building, a rainstorm came on, with the result that a considerable amount of water came through the roof, some of it falling upon vehicles underneath,

and it was quite evident that something stronger than persuasion was needed to induce those who were responsible to have the roof repaired. I finally appealed to Mr. Alderman McMurrich, who, in my presence, immediately issued instructions over the telephone that the roof should be repaired forthwith, but I regret to say that even his instructions were only partially carried out, as only about one-half the holes through which daylight could be seen were stopped up. Just go and see for yourselves.

"I think it is unfortunate, to say the least, that any member of this association should have to run around to the extent that I have been obliged to, in order to get a matter of this kind attended to, in view of the fact that the attention of the directors was drawn to the defects in this roof long before the Exhibition opened, and it was only a matter of putting on a couple of men with a bunch or two of cheap pine shingles to remedy the defects complained of.

"I think that every committee that has anything to do with a building in which manufactured goods are exhibited should have at least one representative from the Canadian Manufacturers' Association.

"In my humble opinion, the Industrial Exhibition has in the past been a very great benefit indeed to the city, the Province and the Dominion generally, and I feel that the citizens really cannot afford to allow the bottom to drop out of the Exhibition for the lack of the necessary funds to erect the additional buildings that are so very much needed, and I am at this time, if possible, more convinced of the fact that there is less chance than ever in the future of the Exhibition being a success unless additional buildings are provided, and I feel sure that it is greatly in the interests of the citizens of Toronto that they should vote the necessary amount when the by-law is submitted for that purpose.

"The manufacturers, I am sure, are quite prepared to back you up by making a thoroughly representative and first-class display if the necessary accommodation is provided, and, as you are aware, the manufacturers do not receive from the association any portion whatever of the thirty thousand some odd dollars that you distribute in prizes every year, nor do they want any of it, but they do want and must have proper accommodation or they cannot exhibit.

"The remarks that I have made are not in the spirit of faultfinding, but merely with the desire to point out to you some things that are absolutely necessary, and that could be, and should be attended to in the interest of exhibitors and of the Industrial Exhibition Association, in the continued success of which, I am sure, we are all thoroughly interested."

KING'S COUNTY BOARD OF TRADE.

THE quarterly meeting of the King's County Board of Trade was held at Canning on Wednesday, last week. President P. Innes occupied the chair, and G. E. Calkin acted as secretary.

In his opening remarks, President Innes drew attention to the excessive rates of freight on fruit and the action that has been taken and should be taken to remedy this excess. He also spoke at some length on the subjects of subsidies to steamers and the legislation on a standard apple barrel.

Reports of the Maritime Board of Trade meeting at Kentville were given by J. W. Hubbard and M. G. DeWolfe.

A practical paper on good roads was read by Mr. Roscoe, who prefaced his paper with a short talk on the importance of good roads to the merchants in a community. There were 1,100 miles of roadway in Kings county. He believed the present system, as now worked, was bad, but it could be so worked as to give needed reforms. He suggested that the statute labor should be supplemented with a county tax, to be expended with the ordinary road tax, under the supervision of the county council.

This subject was discussed with animation and at length by President Innes, J. W. Hubbard, E. M. Becwith, J. E. Starr, H. H. Wickwire, —, North, John Donaldson and E. A. Lewis.

President Innes was elected to the council of the Maritime Board of Trade.

RETAILERS AND WHOLESALERS.

It is just as profitable and fully as politic for the retailer to be on good terms with the wholesale houses as it is for the latter to treat the retailer with all the consideration that belongs to him, remarks Stoves and Hardware Reporter. The wholesale houses build up their business and maintain it by giving their customers what the markets offer, and doing it in such a way that second orders may follow the first. If only for reasons of self-interest, they endeavor "to meet on the level and part on the square" with all their trade, whether it be large or small. The retailer is not always so considerate. He seems to think, sometimes, that the wholesale house cannot get along without his business, and that he can be just as indifferent to the ordinary rules of commercial courtesy as best suits his fancy. He is not compelled to buy his goods from any one house, he says in his independence, but does he always stop to think that this same house can get along very nicely without his business, and that sometimes he may make a mistake in having offended an interest that is very much larger and more powerful than his own?

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of W. J. Inglee, hardware merchant, etc., Aylmer, Que., meet September 24.

W. J. Inglis, general merchant, Aylmer, Que., has assigned.

A. Lebrun, general merchant, Sayabec, Que., has assigned.

Thomas Figsby, general merchant, Hemmingford, Que., has assigned.

Ferdinand Larouche, general merchant and lumber dealer, Taillon, Que., has assigned.

Thos. L. Girard & Co., general merchants, Shawenegan Falls, Que., have assigned.

Lamarche & Benoit have been appointed curators of Osias Cartier, general merchant, Maskinonge, Que.

Gagnon & Caron have been appointed curators of Arthur Vaillancourt, general merchant, St. Julien, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Partnership has been registered by Patrick & Lester, general merchants, South Durham, Que.

SALES MADE AND PENDING.

J. Treble, harness dealer, etc., Exeter, Ont., has sold out to T. Sweet.

The assets of Richard Francis, general merchant, Douglas, Ont., have been sold.

F. Lloyd, sawmiller, Westholme, B.C., has sold out to The Mount Sicker Mining Co.

The assets of E. S. Larue, general merchant, St. Joseph (Beauce), Que., have been sold.

The assets of Nap. Labiosse, general merchant, St. Onge, Ont., were sold on September 11.

The stock, etc., of Jules Cote, general merchant, Lac Bouchette, Que., is to be sold on September 14.

The stock of J. A. Costello, general merchant, Brudenell, Ont., has been sold at 40c. on the dollar.

C. P. Moore, hardware and stationery dealer, Sydney, N.S., has sold out stationery branch to McLeod & Stanfield.

CHANGES.

Thomas Connors, general merchant, etc., Verner, Ont., has sold out by auction.

J. H. Hamilton, general merchant, Deseronto, Ont., has sold out to E. Armitage.

J. R. Strome, general merchant, Rapid City, Man., has sold out to Le Page Bros.

L. S. Roberge, general merchant, Lambton, Que., has bought out Mrs. A. Fortin, Quebec.

F. McConnell, general merchant, Lakeview, Ont., has been succeeded by George McConnell.

Robert Smith, general merchant, etc.,

Wanstead, Ont., has been succeeded by Duncan McIntyre.

O'Connor, O'Callaghan & Co., are commencing in the hardware business at Ottawa.

John T. Profit, harness dealer and undertaker, Alberton, P.E.I., is opening a branch at Tignish.

C. H. Shaw has registered proprietor of S. J. Shaw & Co., hardware merchants, Quebec city.

Mrs. Anthime Pare has registered proprietress of Anthime Pare & Co., carriage-makers, Montreal.

J. D. Williams, dealer in agricultural implements, High Bluff, Man., is commencing a general store business.

The style of George & Co., general merchants, Barry's Bay, Ont., has been changed to Frank Stafford & Co.

F. W. Hore's Sons, carriage woodwork manufacturers, Hamilton, Ont., have been succeeded by F. W. Hore & Son, Limited.

The capital of The Canada Iron Furnace Co., Limited, Montreal, has been increased by supplementary letters patent to \$1,000,000.

FIRES.

John A. Morrison, sawmiller, Fredericton, N.B., has sustained a loss of about \$5,500 on logs burned; no insurance.

DEATHS.

A. Young, general merchant, Lakeside, Ont., is dead.

Thomas Houghton, sr., blacksmith, Quebec, is dead.

Jean Lajoie, blacksmith, Murray Bay, Que., is dead.

Wm. Dunlop, harness dealer, St. John, N.B., is dead.

R. McDougall, general merchant, Hay's River, N.S., is dead.

James Britt, general merchant, Margaree Harbor, N.S., is dead.

HOW THEY SAID GOOD-BYE.

George W. Rogers is now on the point of severing his long connection with H. S. Howland, Sons & Co., and, on Saturday night last, his fellow-travelers took advantage of the occasion to entertain him at the Temple Cafe.

Mr. Peleg Howland was present to express, on behalf of the firm, their deep regret in losing the services of so old and successful a traveler, while, in a few appropriate remarks, Mr. T. G. Dexter gave expression to the same general regret of his fellow-travelers and employees in the severance of a long and pleasant association, at the same time presenting Mr. Rogers with their more tangible appreciation in the form of a handsome locket, suitably engraved.

Mr. Rogers replied to the many expressions with considerable feeling, and regretted

that other considerations had made it desirable to sever relations that had always been pleasant and, he hoped, of mutual benefit. After others had spoken in a similar strain, the gathering settled down to an informal "smoker" until midnight, when all joined in "Auld Lang Syne."

Mr. Rogers, as already announced in these columns, is about to commence business in Perth, where we hope he will meet the same measure of success as he has on the road.

CATALOGUES, BOOKLETS, ETC.

"ENTERPRISE" STOVES AND RANGES.

The latest catalogue, No. 6, issued by The Enterprise Foundry Co., Sackville, N.B., is a very creditable one. It contains 88 pages, most of which are given to illustrating and describing their makes of cooking and heating stoves, furnaces, hollowware, etc., and is enclosed in a handsome cover, with design and lettering in colors. The cuts of their stoves, etc., have been carefully made, and convey a good idea as to what the original is like. In addition to the illustrations, each article has a full descriptive text, with the different sizes, grades and prices in which it is made and offered to the public. This catalogue cancels all former ones issued by The Enterprise Foundry Co., so that it would be to the advantage of dealers to get it.

JUST A REMINDER.

The Metallic Roofing Co., Limited, Toronto, have issued a booklet, which they state is not a catalogue, but just a reminder that they are still at the same stand, making everything in tin, iron, copper or steel for buildings. The cover is a small reproduction of that used in the splendid catalogue which was noticed in these columns a few weeks ago. The Metallic Roofing Co. have been awarded the silver medal, the highest given, for architectural sheet and metal work, at the Paris Exposition. The booklet also gives information on their different makes of embossed steel ceilings and walls, steel shingles, roofing tiles, metal fronts, skylights and ventilators.

**WIRE NAILS
TACKS
WIRE**

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

LARGE EXPORTS OF FILES.

WE recently called at the works of the the Nicholson File Co., Providence, R.I., and found them particularly busy with their export business, the shipments to foreign countries frequently exceeding in a day's business those for domestic consumption.

It is found necessary to reinforce and otherwise arrange the individual file boxes to insure their safe arrival under favorable conditions of transportation, the outer cases being braced and iron strapped. Their methods in handling these foreign shipments, not only in the packing departments, but throughout their factories, offices, selling departments, and all are the result of accumulated experience acquired by the observation of their export travelers, and apparently the great care taken in these particulars is appreciated by those abroad.

At the time of the writer's call the shipping-room was just despatching a 24-ton shipment to a concern in Russia. Almost every city in Europe is represented by orders, and Australasia and Africa, the Orient, and the Spanish-American States, show a generous sprinkling. Through their London office and warehouse, 700 customers, at present on their books, are served. Twenty-four foreign Governments use these files. The last month's shipments exceeded in volume those of any previous month in the company's history.—Machinery.


OUTDONE BY HIS OWN CUTENESS.

Editor **HARDWARE AND METAL**,—In the last issue of your valuable journal there is an extract from *The Iron Age*, written by "Observant," who poses as a versatile commercial traveler, full of wonderful resources. At one time he gets a large order by the frankly admitted injudicious aid of a "bottle." Another time he sells jobbers of "considerable magnitude" by playing what the theatricals call a "juvenile" part, but what struck me most forcibly was the following:

"Our house made it a rule to sell the jobbing trade only and at one price. Every jobber was treated alike. But I found a jobber who could invariably do 5 per cent. better, and hence no sale could be effected. The resources of a traveling salesman here came in play. Five per cent. was added to the price, from which a concession of 5 per cent. was made. Sales were freely made. We did a large trade with the jobber, who was very happy in the belief that he had got the best of the bargain."

Now, I do not pretend to be up in figures and am open to correction. Take a bill of goods amounting to, say, \$1,000; add 5 per

To Sherwin Williams Montreal 31-7-81



IF THESE COULD SPEAK

If all the brushes that have been worn out trying to do good painting with poor paint could tell their story, they couldn't do more harm than one dissatisfied customer.

A customer who has been fooled by poor paint is the worst advertisement a store can have.


A customer who has used S.-W. P. is the best advertisement a store can have.


The difference is in the paint. It is just the difference between failure and success.

With poor paint and dissatisfied customers comes failure.


With S.-W. P. and satisfied customers comes success.

Booklet "B-13" tells why S.-W. P. satisfies. Send for it.





THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.



CLEVELAND. CHICAGO.	NEW YORK. MONTREAL.	BOSTON. TORONTO.	SAN FRANCISCO. KANSAS CITY.
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cent. to the price, \$50; total, \$1,050. Deduct 5 per cent., as indicated in "Observant's" paragraph, \$52.50; which would leave to be paid \$997.50 for each \$1,000 worth of goods, a saving of \$2.50 over which the other jobbers would pay, or, on a purchase of \$10,000, not an unusual order for large jobbers in the United States who employ from 30 to 50 travelers, \$25 clear would be made. The jobber to whom the "cute" (?) traveler added 5 per cent. and then took off 5 per cent. was, therefore, not such a nincompoop after all, but certainly "got the best of the bargain."

Yours truly,

WILLIAM H. EVANS.

Montreal, September 20, 1900.

PARIS, ONT., BURNED OUT.

Early Wednesday morning, fire started in W. H. Meldrum's flour mill, and in about five hours nearly \$250,000 damage was done to the business section of the town, which section was almost entirely devastated. Among the losers were Patton Bros., hardware dealers, loss \$8,000, insurance \$3,500; The Paris Electric Light Co., loss \$5,000, covered by insurance; P. H. Hamilton, bicycle dealer, loss \$450, no insurance; C. Banks, bicycle dealer, loss \$900, insurance \$500; P. Buckley, hardware dealer, loss \$9,000, insurance \$6,000

T. Evans, painter, loss \$200, covered by insurance. These merchants, as well as the other sufferers from the fire, have the sympathy of the trade in their heavy loss.

HALIFAX'S TOURIST TRADE.

A number of gentlemen in Halifax, fortunately for the place, had their attention attracted to this tourist business three years ago, and formed an association which, by dint of assiduity in promoting its objects, they made so prominent that other and larger cities are following in its track. Some of the finest tourist literature that has appeared anywhere on the continent has emanated from this association; the results are partially visible in the thousands of tourists that have already been here this summer. * * * Our business people should encourage the association, which is so disinterested and practical in its purposes, and of which Mr. George S. Campbell is president and Ald. Faulkner treasurer. In consequence of so many other engagements and the busy nature of the summer, the canvass for subscriptions has not been general or thorough this summer, but, in aid of the work now in progress, and in preparation for the greater probabilities for the next season, contributions might well be in order from business people, among whom there is a general admission that the tourist trade has helped things wonderfully in their respective lines. It is to their interest that the association should be maintained vigorously.—Acadian Recorder.

A YACHT CRUISE IN ONTARIO.

A PARTY of business men, consisting of J. C. Kemp, of the Bank of Commerce; Geo. E. Drummond, president of The Canada Iron Furnace Co., Limited, Montreal; Edward Gurney, president, and W. H. Carrick, vice-president of The Gurney Foundry Co., Limited, Toronto, returned on Thursday from a yacht trip through the Georgian Bay and Lake Superior, visiting the blast furnace at Midland, the lumber camps on the Georgian Bay, the industrial works at "the Soo" and the iron ore mines of the Michipicoten district.

A representative of HARDWARE AND METAL called on Mr. Gurney soon after his arrival in Toronto, and found him enthusiastic over the outlook for the districts he visited.

"The blast furnace at Midland," said he, "should be making iron in five or six weeks at the latest. The ore and coke are both on the ground and the buildings are all erected, and everything made ready for the production of iron."

"Is the plant up-to-date?" inquired HARDWARE.

"Thoroughly modern," was the reply. "The entire plant is so constructed as to get the most economical results, being built to receive ore on one side and deliver iron on the other. The machinery for handling both ore and iron is the most economical I have ever seen."

"What did you think of the harbor?"

"The company are to be congratulated on the location of their mill, as they have secured a site which provides a deep-water harbor at their door and the opportunity to make land with the refuse from their mill. I was impressed by the harbor as its extent is great and it is very deep."

"How were you impressed with the lumbering industry?"

"The mills are full of business. The people of the North Shore are, beyond doubt, participating in the present industrial activity, and I failed to find a grumbler all the time I was amongst them."

"And are there signs of activity at the 'Soo'?"

"The 'Soo' is a wonder. When I heard Mr. Clerigue's description of the operations being carried on there, I could not help feeling that he was carried away by enthusiasm, but he did not tell us the half. I haven't the time to-day to give you in detail what I saw at the 'Soo,' but will only say now that the collateral evidences, which an ordinary business man is likely to observe, are sufficient assurance to my mind, that the 'Soo' is destined to be one of the great cities of the continent, and, that the man who discounts F. H. Clerigue's statements, is making a first-class mistake."

"What did you think of the Michipicoten?"

"The mining site at that town far exceeded, in regard to quantity, anything of which I have ever heard. When you remember that a seam of iron of equal quality and 20 to 50 feet wide is considered a great prize, and when I tell you that I saw and walked over a seam fully 1,000 feet in

width, you will need to add your imagination to your reason to properly conceive the wealth of this mine."

"How about quality?"

"This has been proven. We do not need to depend on the analysis of the company, for it has been confirmed by the analysis of buyers in Great Britain, the United States and Canada. Mr. Clerigue has set in motion influences which will be

far-reaching, and it behooves Canadians to exercise sufficient faith in the destiny of these enterprises to at least keep out of the way, if they cannot do anything to actively support the operation of these concerns, the development of which will do more for Canada, in my humble judgment, than any occurrence yet recorded in this country, not even excepting the completion of the C.P.R."

ACCIDENTS

WILL

HAPPEN

but NEVER

with the

Iver Johnson Safety Hammer Revolver.

ITS ACCIDENTAL DISCHARGE IS IMPOSSIBLE.

THE ONLY WAY to explode the arm is to PULL THE TRIGGER. This will be observed from the illustration. The hammer does not touch the cartridge, so that if caught in the clothing no explosion occurs.

SEND FOR DESCRIPTIVE CATALOGUE.

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and see us during your visit to the City. We want to show you the variety in the styles and sizes of

BOECKH'S
BRUSHES.

It will pay you to become acquainted with some of our new lines, which you may be asked for at any time, and then you will be prepared to supply the article wanted on short notice.



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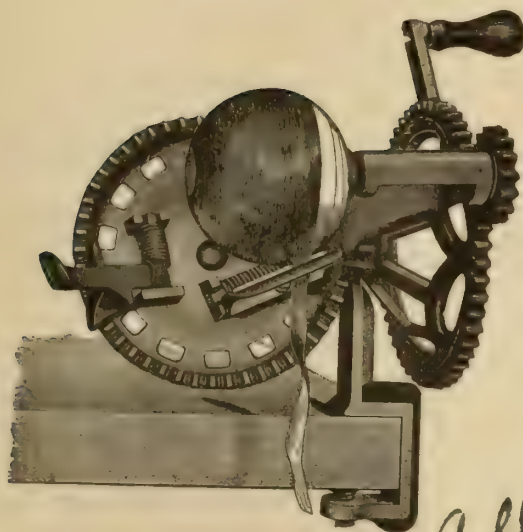
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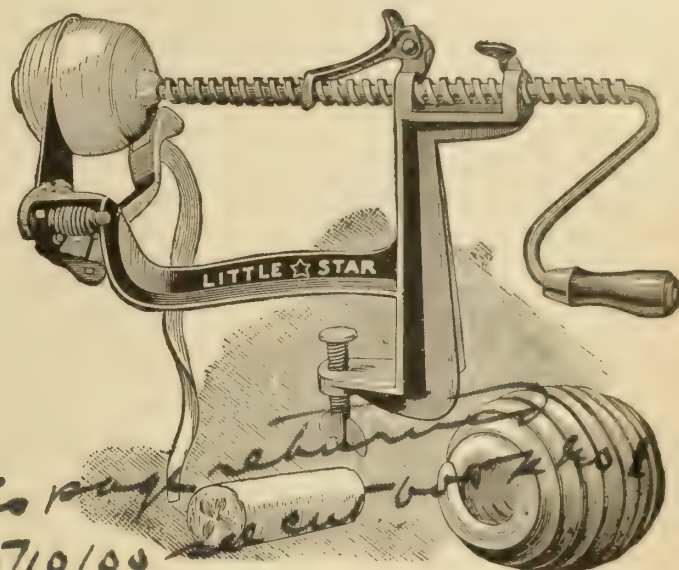
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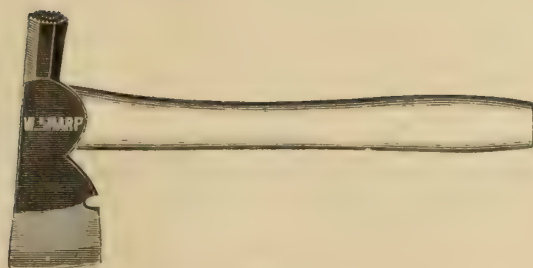


"Hudson," American.



Parer, Corer and Slicer.
"White Mountain," Goodell's.
"Little Star," Hudson.

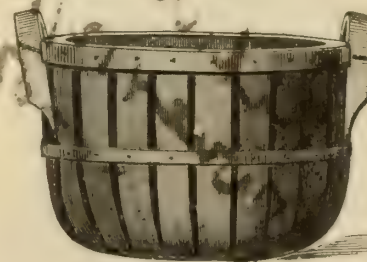
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Barrel Hatchets.
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No. 1.
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Fruit Pickers.

H. S. HOWLAND, SONS & CO., Toronto.

OUR PRICES
ARE RIGHT.

Graham Wire and Cut Nails are the Best.

WE SHIP
PROMPTLY.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, September 14, 1900.

HARDWARE.

THE hopeful feeling referred to last week continues to pervade the market. Whether it is natural or unnatural remains to be seen. We hear of some wholesalers who have as yet not entirely regained that lost confidence, for, in some lines, stocks are light and are not being replenished with any show of eagerness. But the feeling is improving, and the deep despair of some weeks ago is not so omnipresent. Travelers now on the road are showing substantially that the hopes of the retailers are also being raised; this week the wholesale houses have been kept fairly busy filling the orders received. Building hardware is perhaps the most active line on the market. Building paper is also selling freely. Cutlery is going out in fair quantities. Sporting goods continue active. Enameled ware and all sorts of kitchen utensils are being put into stock for the fall and winter trade, and are consequently objects of attention. Heavy goods

are more active this week than last, but both wholesalers and retailers don't seem to be buying any more than they have to. The size of the orders to fill present needs is, however, large, and prospects are good for a satisfactory fall trade. A pleasing feature of the market condition is the improvement to be noticed in meeting payments. Of changes of quotations the market has been barren.

BARB WIRE—Stocks on Montreal market have been light, and this week some have been cleaned out. We quote the base at \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—There is nothing new to note. We quote: Nos. 4 and 5 \$4.52½; Nos. 6, 7 and 8 guage, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

SMOOTH WIRE—The volume of business in this line is small. The price is still on a \$3 per 100-lb. base.

FINE STEEL WIRE—A small trade is moving. The discount is 15 per cent. off the list.

BRASS AND COPPER WIRE—There is not much wanted. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Naturally, these are moving very actively. The price is \$3.45 per keg of 100 lb.

WIRE NAILS—A fair volume of business is to be found in the wire nail market this week. The amounts moving are not extremely large, but it is evident that no change is expected for some time at least, and wants for some time at least are being filled. We quote \$3.10 for small lots and \$3 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—Quite a few sales are reported. We quote \$2.60 for small and \$2.50 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Perhaps a better trade has been done this week. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—There is no change to

AESTHETIC Parlor Cook

FOR COAL OR WOOD.



Take the place of a more expensive stove for small rooms or flats. For use in small families its equal cannot be found on the market. Besides being an excellent cooker and baker, it is a perfect heater. A baseburner in construction, it keeps the floor warm. This stove has a good appearance and is in keeping with the best furnished room. Nickled Swing Covers which act as side shelves for setting articles on when top of stove is in use. Will burn either coal or wood. One set of heavy cast iron coal linings and one set of wood linings supplied with each stove. Two 9-inch pot holes at top of stove will accommodate two No. 9 Pots or one No. 9 Wash Boiler. A large pan for collecting all the ashes provided with each stove.

Dimensions of Oven, 19 x 12 x 10 inches.

THE McCLARY MFG. CO.

LONDON,

TORONTO,

MONTREAL,

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VANCOUVER

McCLARY'S "FAMOUS" STOVES, awarded the "Gold Medal" at Paris Exposition, 1900.

American Sheet Steel Company
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Manufacturers of all varieties of

Iron and Steel Sheets

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... FULL STOCK ...

Salt Glazed Vitrified



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THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

note. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow shoes, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.85; No. 1 and smaller, \$4.10; feather-weight, all sizes, \$5.10; toe weight steel shoes, all sizes, \$6.20 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—In screws there is a fair demand, and a firm feeling. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 1/2 per cent.

BOLTS—A fair number of orders have been filled this week. Discounts are: Carriage bolts, 5-16 and under, 60 per cent.; 3/8 and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 75 per cent.; square nuts, 4c. per lb. off list; hexagon nuts, 4 1/2 c. per lb. off list; bolt ends, 65 per cent.; blank bolts, 60 per cent.; plough bolts, 55 per cent.; Norway bolts, square, 65 per cent.; tire bolts, 67 1/2 per cent.; stove bolts, 67 1/2 per cent.

COTTERPINS—We quote: 55 per cent. off English list, or, according to American list, all sizes but 3/8 in. wire, 80 per cent. off, and 3/8 in. wire, 70 per cent. off.

RIVETS—There is no change to note. We quote discounts: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 per cent. off; swedes iron burrs, 55 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 60 per cent. off.

CORDAGE—Trade is moderate with prices showing no change. Prices are now 12 3/4 c. for manila, and 8 3/4 c. for sisal.

SPADES AND SHOVELS—A good trade continues in spades and shovels. The discounts are still at 40 and 5 per cent.

TACKS—The customary trade is doing. As base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—Only a small trade is passing in this line, and the market is quiet at prices ranging from \$17 to \$24 per 1,000, as to brand, ex wharf.

CEMENT—The tone of the market continues firm in sympathy with advices from abroad, but there is no actual change in the situation to note. The demand has been fair for small lots, but business, on the whole, is quiet for the season. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10 per bbl.

EX STORE, MONTREAL

TINPLATES TERNE PLATES CANADA PLATES

SHEET ZINC
INGOT TIN

RUSSIA IRON

GENUINE AND PATENT

Wholesale Trade only supplied.

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

IC and IX 14 x 20 and 20 x 28 Tinplates Cokes and Charcoals.

Especially low
figures on IX 14 x 20.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Being Up-To-Date

is a boast often made by varnish concerns, but there has to be a leader or the "date" would become very stale.

There is never a moment day or night that someone connected with our business is not wide awake and his brains at work. For that reason we make the boast that we are always ahead of the times.

When you are our agent for Elastilite Varnish you have an article that is so much better than the man across the street is handling, that your customers will soon see that you also are ahead of the times. One good article gets them talking, and you know the old saying, just as soon as a good story leaves its original home it keeps growing. In all sizes, $\frac{1}{2}$ -pints to 1-gallon, never in bulk.

Manufactured only by—

The Imperial Varnish & Color Co.
LIMITED
TORONTO, CANADA.

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz.:

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

METALS.

Some lines are dull and others moderately active, which leaves the market, on the whole, unchanged. Black sheets, galvanized iron pipe and Canada plate are all in pretty steady demand, while terne plates are brisk; but pig iron is dull, bar iron is slower and coil chain is not as active as it should be.

PIG IRON—Few transactions are taking place. Canadian iron is worth from \$18 to \$20, and Summerlee about \$24.

BAR IRON—Business is hardly as good as it was at higher prices. This week, there has been no change. We quote \$1.80 to \$2 per 100 lb. f.o.b. Montreal.

BLACK SHEETS—A fair trade is doing, with the price unchanged at \$2.95 for 8 to 16 gauge.

GALVANIZED IRON—An improvement is noticeable. We quote: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—The customary trade is doing. The price is still 17 $\frac{1}{2}$ c.

INGOT TIN—The London and New York markets are steady, but the feeling is weak. There is no change here, as these paper fluctuations have little effect upon the actual state of affairs here. The price is still 37 to 38c.

LEAD—Is firm at the base of \$4.65.

LEAD PIPE—A fair business is being done at unchanged figures. We quote: 7c. for ordinary and 7 $\frac{1}{2}$ c. for composition waste, with 15 per cent. off.

IRON PIPE—Trade is moderately active. We quote: $\frac{1}{4}$, \$3 per 100 ft.; $\frac{3}{8}$, \$3; $\frac{1}{2}$, \$3.30; $\frac{3}{4}$, \$3.60; 1-in., \$5.20; 1 $\frac{1}{4}$, \$7; 1 $\frac{1}{2}$, \$8.05; 2-in., \$11.25. Galvanized, $\frac{3}{8}$, \$4.40; $\frac{1}{2}$, \$5; $\frac{3}{4}$, \$5.55; 1-in., \$8; 1 $\frac{1}{4}$, \$11.15; 1 $\frac{1}{2}$, \$13.30; 2-in., \$17.85.

TINPLATES—A better demand is noticeable for tinplates. Prices are still \$4.50 for coke, and \$4.75 for charcoal.

CANADA PLATE—Canada plates are selling fairly well. We hear that stocks of galvanized are light. We quote: 52's, \$2.90; 60's, \$2.95; 75's, \$3; full polished, \$3.50, and galvanized, \$4.60.

TOOL STEEL—Black Diamond, 8c.; Jessop's, 12c.

STEEL—A good trade is doing. We quote: Sleighshoe, \$2.10; tire, \$2.20; spring, \$3.10; machinery, \$3.25, and toe-calk, \$2.75.

TERNE PLATE—Business is much more active than it has been. The price remains at \$8.50.

SWEDISH IRON—We quote \$4.25.

COIL CHAIN—Coil chain is moving slowly. We quote: No. 6, 11 $\frac{1}{2}$ c.; No. 5, 10c.; No. 4, 9 $\frac{1}{2}$ c.; No. 3, 9c.; $\frac{1}{4}$ -inch, 7 $\frac{1}{2}$ c. per lb.; 5-16, \$4.85; $\frac{3}{8}$, \$4.80; 7-16,

\$4.50; $\frac{1}{2}$, \$4.25; 9-16, \$4.15; $\frac{5}{8}$, \$3.80; $\frac{3}{4}$, \$3.75; $\frac{7}{8}$, \$3.70, and 1 inch, \$3.70 per 100 lb.

SHEET ZINC—A fair trade is doing at 6 $\frac{1}{4}$ to 6 $\frac{1}{2}$ c.

ANTIMONY—Unchanged at 10 $\frac{1}{2}$ c.

GLASS.

Glass is moving only fairly and the feeling is decidedly firm. As yet prices show no change. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

Turpentine has declined the 2c. we predicted last week it would decline. There is a much firmer feeling in linseed oil this week, owing to an advance in linseed at American points. The advanced price of seed has stiffened the English market and raised the expectations of our Canadian crushers, so it is quite likely that an advance may occur before we go to press. No change is expected in Montreal. Turpentine is on the up-grade again at Southern points, but there is much competition locally, and a decline of 1 to 2c. is looked for which, however, cannot last long, and the price is likely to return immediately to about 60c. In white lead, the position is unchanged. An improved demand is re-

ported. Other lines are normal and fall business is now opening out fairly well. We quote :

WHITE LEAD—Best brands, Government standard, \$6.75 ; No. 1, \$6.37½ ; No. 2, \$6 ; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks ; kegs, \$6.

RED LEAD—Casks, \$5.10 ; in kegs, \$5.35 to \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c. ; No. 1, 6½c. ; in oil, pure, 9c. ; No. 1, 7½c.

PUTTY—We quote : Bulk, \$1.95 ; bladders, in bbls., \$2.10 ; bladders, in cases, \$2.25 ; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 80c. ; boiled, 83c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 60c. ; two to four barrels, 59c. ; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ¼c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote : Resins, \$2.75 to \$4.50, as to brand ; coal tar, \$3.25 to \$3.75 ; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

PETROLEUM.

A good volume of trade has been done this week at unchanged figures. We quote as follows : "Silver Star," 15 to 16c. ; "Imperial Acme," 16½ to 17½c. ; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

There has been a little excitement in the hide market this past week and prices for all lines have been affected owing to opposition buying. Beef hides have advanced ½c. per lb., to 8c. for No. 1 ; 7c. for No. 2, and 6c. for No. 3. Lambskins have advanced 20c. each and dealers are now paying 60c. for them. Calfskins have declined ½c. per lb. to 8c. for No. 1, and 6c. for No. 2.

ONTARIO MARKETS.

TORONTO, September 14, 1900.

HARDWARE.

ON Monday, travelers who were in Toronto during the Exhibition returned to the road, and, as a consequence, many orders are being received. These are generally of a sorting nature, and are not, as a rule, large. There is a good movement of fall hardware, such as builders'

supplies, cutlery, etc. Shot guns are being called for freely, and the demand for rifles is beginning to manifest itself, though, of course, this trade will not open up well for several weeks. Ammunition is being called for by many dealers. There is no change whatever in prices. The feeling generally is steady, with firmness manifested in some lines.

BARB WIRE—There is a fair demand. It is considered that the recent drop will be the last decline for some time, and that prices now will be well maintained. The f. o. b. price Cleveland is now \$2.85, in carlots, and \$2.95 in less than carlots.

GALVANIZED WIRE—The movement is moderate. Prices are steady. We quote from Toronto : No. 5, \$4.52½ ; Nos. 6, 7 and 8 gauge, \$3.85 ; No. 9, \$3.10 ; No. 10, \$4 ; No. 11, \$4.05 ; No. 12, \$3.25 ; No. 13, \$3.35 ; No. 14, \$4.40 ; No. 15, \$5.10 ; No. 16, \$5.15. The f. o. b. price Cleveland for Nos. 6 to 9 base is \$2.80 in less than carloads,

and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—There is a big movement of hay-baling wire, but practically nothing is doing in oiled and annealed. The base price is still \$3 per 100 lb.

WIRE NAILS—Many orders are coming in, but, as a rule, they are small. The base price is unchanged at \$3 in carlots, and \$3.10 in less quantities.

CUT NAILS—There is little doing. The base price is steady at \$2.60 per keg Toronto, Hamilton, London and Belleville.

HORSESHOES—Business being done is light. There is no change in prices. We quote, f. o. b. Toronto : Iron shoes, No. 2 and larger, light, medium and heavy, \$3.75 ; snow shoes, \$4 ; light steel shoes, \$3.95 ; featherweight (all sizes), \$5.20 ; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$4 ; snow shoes, \$4.25 ; light steel shoes, \$4.20 ; featherweight (all sizes), \$5.20.

PRESSED ZINC ORNAMENTS.

We have perfect facilities for turning out fanciful embellishments, such as Leaves, Modillions, Brackets, Capitals, Festoons, Garlands, Friezes, Wreaths, Enrichments, Rosettes, etc., in very finest quality and style. The work is all clearly brought out in detail, with very bold relief.

Our new catalogue shows an immense variety of handsome designs. Write us if you're interested.

THE METALLIC ROOFING CO.
OF CANADA, LIMITED
TORONTO, CANADA.

HORSE NAILS — The demand is moderate. Discount, 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

SCREWS — Nearly every order received by the wholesale houses includes a request for screws, but the amounts asked for are, as a rule, small. We quote as before: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS — An improvement is noted in most lines. We quote as follows: Norway bolts, full, square, 50 per cent.; common carriage bolts, full square, 65 per cent.; ditto, 5-15 and under, 60 per cent.; ditto, ¾ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 60 per cent.; bolt ends, 65 per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 55 per cent.

RIVETS AND BURRS — The demand is light. We quote iron rivets at 60 per cent., and iron burrs at 55 per cent., and copper rivets, 35 per cent.

ROPE — As most dealers are looking for lower prices the orders are largely of a hand-to-mouth nature. The base price of pure manila is now 12½c., and for sisal, 8½c.

SPADES AND SHOVELS — The demand is quiet. Discount, 40 and 5 per cent.

SPORTING GOODS — Travelers are sending in many orders for shot guns, ammunition, etc. Dealers are anticipating a good sale of rifles this season.

CUTLERY — The demand is excellent, orders being satisfactory, both as regards size and number.

BUILDING PAPER — There is a fair movement. We quote: Plain building, 30c. per roll; tarred lining, 40c. per roll, and tarred roofing, \$1.60 per 100 lb.

CEMENT — The demand is keeping up excellently. There no change in prices. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

There is a remarkably good business being done for immediate requirements, but buyers seem to believe that the bottom has not been reached in the market of several commodities, and so manifest hesitancy in placing orders for future delivery. Prices are without change throughout.

PIG IRON — The market is firm. We quote: No. 1 Lake Superior iron, \$18,

and No. 2, \$17 f.o.b. Toronto; No. 2 Hamilton, \$18 f.o.b. Toronto.

BAR IRON — There is a fairly good business being done, with prices still at the \$1.80 to \$1.90 base per 100 lb.

PIG TIN — Conditions are unchanged since last week. Local quotations are steady at 35½ to 36½c. per lb. There is a good movement.

TIN PLATES — There is the continuance of the good business noted last week. Prices are without change. We quote I C, usual sizes, \$4.50; I C, special sizes, \$4.75, and 20x28, \$9.

TERNE PLATES — The demand is quiet, and no change in conditions is notable.

BLACK SHEETS — There is a fair demand, with the base price steady at \$3.60.

GALVANIZED SHEETS — Orders for galvanized sheets for immediate shipment continue to increase in number. We quote as before: English, \$5, and American, \$4.60.

CANADA PLATES — Import orders are still arriving well, and shipments from stock are larger.

IRON PIPE — There is a moderate business doing. There is no change in conditions.

LEAD PIPE — Business is moderate. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

PIG LEAD — Trade is better as buyers manifest more confidence in the markets. We still quote 5 to 5½c. per lb.

SOLDER — A good trade continues to be done in this line. We quote as follows: 21½ to 22½c. for half-and-half; 21 to 21½c. for refined, and 20 to 21c. for wiping.

COPPER — The feeling is firm and higher prices are looked for by many. There is a good movement. We quote: Ingot at 19 to 20c. and sheet 23 to 23½c.

BRASS — There is no change. The discount is still 10 per cent. for rod and sheet.

ZINC SPELTER — There is a moderate business doing. Prices are steady at 7 to 7¼c. per lb.

ZINC SHEET — There a good movement to report. We still quote 6¾ to 7c. for cask lots, and 7 to 7½c. for part casks.

ANTIMONY — There is a better movement in some lines than there has been for some time past. Prices are unchanged at 11 to 11½c.

HOOP STEEL — A fairly-good trade is still to be noted at \$3.25 per 100 lb.

PAINTS AND OILS.

The return of travelers to the road has found the merchants in a buying mood and many fairly good sorting orders have been received. There is no change this week except in linseed oil and turpentine. Linseed oil has been advanced 1c. per gallon, owing to the reports from Chicago regarding

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

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Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS, LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

WANTED—A FIRST-CLASS TINSMITH; GOOD bench hand; understands general tin work. must be steady and reliable. Steady wages for right man; for wages, etc., apply to N. J. G. & Co., Lancaster, Ont. (37)

MANITOBA MARKETS.

WINNIPEG, Sept. 10, 1900.

MARKET has been very quiet all week and, as stated before, orders, more especially for building hardware, are smaller than was anticipated. Money seems scarce and collections continue hard to make. Sporting goods have been fairly active though the weather of the past week has been unfavorable even for shooting.

There has been no change of price in the hardware market, but in paints and oils there are one or two declines to note. Turpentine has dropped 3c. per gallon and the market is very weak and looks as though it might go lower. Quotations are 75c. for barrel lots and 80c. for smaller packages. Linseed oil has also declined 3c. per gallon and is quoted at 84c. for raw and 87c. for boiled oil.

With above changes in paints and oils prices for the week are as follows :

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
IX	12 75
IXX	14 75
Ingot tin	35
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch	50 and 10 p.c.
Over 2 inch	45 p.c.
Rope, sisal, 7-16 and larger	11 20
" 3/4	11 75
" 1/2 and 5-16	12 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00

Solder	22
Cotton Rope, all sizes, lb.	15
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	75 and 10 p.c.
Round "	70 p.c.
Flat " brass	70 p.c.
Round "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper	33 1/2 p.c.
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Steel sleigh shoe	3 00
" spring	3 25
" machinery	3 75
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	40 p.c.
C.F. pistol	10 p.c.
C.F. military	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	7 25
Chilled	7 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
" plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/4 c.
Prime white American	23c.
Water white Canadian	22c.
Prime white Canadian	20c.

PAINTS, OILS AND GLASS

Turpentine, pure, in barrels	\$ 75
Less than barrel lots	80
Linseed oil, raw	84
Boiled	87
Oils, clear machine oil	30 3/4
Black oil	25 to 30
Cylinder oil (according to grade)	53 to 78
Harness oil	65
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	2 00
Castor oil	per lb. 11
Glass, single glass, first break, 16 to 25	
united inches	2 50
26 to 40	per 50 ft. 2 75
41 to 50	6 00
51 to 60	6 50
61 to 70	per 100-ft. boxes 7 00
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	2 3/4
White lead, pure	per cwt. 7 25
No. 1	7 00
Prepared paints, pure liquid colors, according to shade and color	per gal. \$1.30 to \$1.90

HE APPRECIATES HARDWARE.

HARDWARE AND METAL, Toronto.—On May last you ceased sending me your journal. I have purchased the hardware business here from J. Henderson. Kindly forward me last week's copy at once and renew my subscription. There is nothing I appreciate more than HARDWARE AND METAL. I think it would be hard to be a successful hardwareman without it.

Yours truly,

J. R. HAMBLBY.

Barrie, September 10.

**THE
CANADA
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**THE
COLOUR
MAKERS**

**THE
CANADA
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COMPANY
LIMITED**

**THE
VARNISH
MAKERS**

**THE
CANADA
PAINT
COMPANY
LIMITED**

**THE
WHITE LEAD
GRINDERS**

**THE
CANADA
PAINT
COMPANY
LIMITED**

**THE
OXIDE AND
GRAPHITE
MINERS**

**THE
CANADA
PAINT
COMPANY
LIMITED**

**THE
KHAKI PAINT
MAKERS**

**THE
CANADA
PAINT
COMPANY
LIMITED**

**THE
CANADA
PAINT CO.'S
LIQUID
PAINTS**

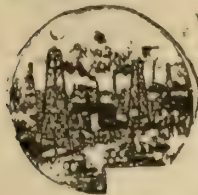
**THE
CANADA
PAINT
COMPANY
LIMITED**

**HAVE THE
LARGEST
SALE
AND THE
OUTPUT IS
STEADILY
INCREASING**

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

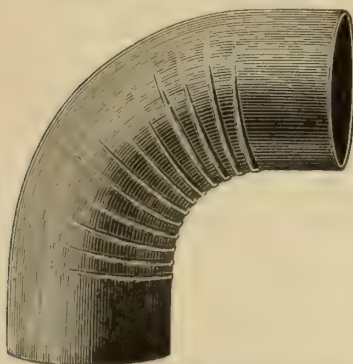
Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russiasheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**Van Tuyl & Fairbank**

Petrolia, Ont.
Headquarters for...
Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

**COOPER PATENT ELBOWS**

Bright and Common.



SCHEIPE'S PATENT STOVE PIPE.

E. T. WRIGHT & CO.

Sole Manufacturers
HAMILTON, ONT.

**"JARDINE"****TIRE UPSETTERS
WILL UPSET TIRES**

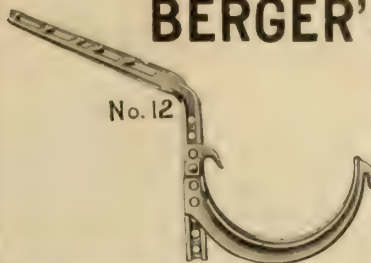
Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

BERGER'S GUTTER HANGERS

No. 12

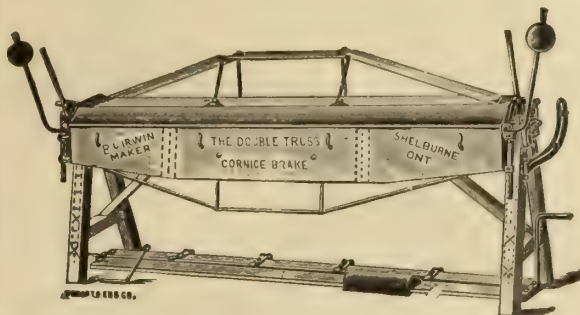


Are the most practical and
strongest of any made.

Many Styles to suit any shape of Eave.
Simple and Handy to put up.
Hinged Shanks made for any pitch of Roof.

SEND FOR CIRCULAR

BERGER BROS. CO., 231 & 237 Arch St., Philadelphia.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co., SHELBURNE, ONT.**

HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of

High Grade

REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere

**STEVENS IDEAL, NO. 44**

This is as reliable and
accurate a rifle as can be
constructed. Placed at a
moderate price to meet the
demand for such a rifle. It
is recommended without
qualification and fully guar-

anteed. Made in the following styles:

.22 Long-Rifle R. F., 25 Stevens R. F., and .32 Long R. F. Standard length of barrel for rim-fire
cartridges, 24 inches. Weight 7½ pounds.

.25-20 Stevens C. F., .32-40 C. F., .38-55 C. F., and .44-40 (.44 W. C. F.) Standard length of barrel
for center-fire cartridges, 26 inches. Weight, 7¾ pounds.

Half-octagon barrel, oiled walnut stock and fore-arm, rifle butt, case-hardened receiver, sporting rear
and Rocky Mountain front sight.

Price, with standard length of barrel, \$13.00.

Can be obtained of any of the leading jobbers in Canada at liberal discount from this price.

Send for complete catalogue of our full line of Rifles, Pistols and Machinists' Tools.

J. Stevens Arms & Tool Co., P. O. Box 217, Chicopee Falls, Mass., U.S.A.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT
TWIN MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HEATING AND PLUMBING

AN APPRENTICESHIP QUESTION.

By John Cooper.

THE article in *The Metal Worker*, of July 21, was evidently written to call out some evidence relating to the supposed means that plumbers may fancy they have of reinstating the fossilized method of imparting the trade to boys through apprenticeship for a term of years. That system has gone, never to return; and that, too, because men and shops have heretofore shown, and now continue to show, a want of capacity to do for boys what is absolutely necessary to be done for them, in order that they may be in line with what the trade schools have shown to be possible—namely, better tradesmen than the shops can produce. Trades formerly were held to be somewhat mystical; but the veil of secrecy has to a large extent been dispelled by the higher education of modern times. At the present time education is within the grasp of all who will try for it. Therefore, it is needless to set up anything to stop the oncoming tide of progressive ideas.

When I was young I asked an aged man, whom I had seen use soldering acid, to let me know how to make it. But he replied that it was not for boys to know such things. So I could not tin or solder iron then. Some of that kind of "I know what I know, but I muddent tell you," in the vernacular of the shops, still lingers, and sometimes unfortunately holds sway.

Plumbing is not like other trades, such as carpentering or masonry, to be guided by lines and rules. It is to a large extent a rule of thumb trade; hence the tendency to parade the mystical side of it, as well as for plumbers to consider themselves superior to those in other trades on account of some of the difficulties attached to the craft.

During most of the time that I have had acquaintance with the trade, there has been complaint about too many plumbers; and it is the same with other trades. Then, why attempt to get rid of an almost universal trouble by applying local palliatives such as apprenticeship and the disuse of the helper? The trade cannot and will not be permanently benefited, except by strict adherence to that which is best for all concerned, and more especially the public. Here might aptly be cited the Lincoln adage about "fooling some of the people," and so on, which is just as applicable to this question of the adjustment of plumbers' difficulties as to any other thing.

The writer of the article in *The Metal Worker*, of August 4, takes no positive position. He speaks of binding to hard labor for five years, recommends two years' certificate from a trade school previous to an apprenticeship of three years, says three may do in some cases, veils the whole subject, and tries to throw a wet blanket over the entire business of acquiring the trade. To comprehend this one must read between the lines, as his words are almost as blank as starless darkness.—*The Metal Worker*.

BUILDING PERMITS.

The following building permits have been issued in Ottawa: Separate School Board, solid brick school, Edward street, south side, \$3,000; Separate School Board, solid brick school, Sherwood street, east side, \$3,000; Trefle Lavigne, four solid tenement brick houses, Lett street, \$3,500; Mrs. Wm. Potter, four tenement brick veneered houses, Somerset street, \$7,000; Louis Patre, double frame house, Anderson street, \$1,400.

Building permits have been issued in Toronto as follows: A. Nicholson, brick and stone residence near Bernard avenue on Walmer road, \$6,000; John Westcott, brick dwellings at 10 to 20 Fuller street, \$9,000; H. F. Squires, brick dwelling, near Bloor street, on Brunswick avenue, \$3,500; J. J. McLaughlin, brick factory, 151 Sherburne street, \$3,000; the Dominion Government, for alterations to the post office building at the corner of York and Station streets, \$7,000.

PLUMBING AND HEATING NOTES.

The Markdale, Ont., school board has decided to put a steam-heating plant into the school. It is understood that D. A. Ward has the contract at \$850.

The new annex to the Charlottetown, P.E.I., asylum, which is expected to be ready for the roof in another month, will have accommodation for 120 patients, and will be fitted with shower baths and up-to-date heating and ventilating apparatus.

THE TORONTO ASSOCIATION.

The Toronto Master Plumbers' Association will meet on Monday, September 24. As the association has not met during the summer months, President Wilson has a full programme in readiness for the members. The principal items will be the report of the annual convention and the proposed plumbing by-law, which will soon be ready to be handed into council.

SOME BUILDING NOTES.

J. McFARLANE has started the erection of a block on Bank street, near Slater street, Ottawa.

The Presbyterians of Botany, Ont., are erecting a new church.

Andrew Bell is putting up a two-storey building in Deloraine, Man.

Regina expects to have its new hospital completed early next summer.

Abram Alward will erect a residence on Saunders street, Fredericton, N.B.

A new fire hall, a library and a court house are being erected in Rossland, B.C.

It is proposed to build a 50 x 200 ft. addition to the Y.M.C.A. building in Montreal.

The C.P.R. is building new freight sheds, 24 x 120 ft., at Medicine Hat. It will have a corrugated iron roof.

The Strathroy, Ont., Furniture Co. are having a third storey, 60 x 112 ft., added to their factory in Strathroy.

Kingston ratepayers will be asked to vote \$50,000 towards the erection of an arts and science building for Queen's University.

The contract for erecting the Imperial Starch Co.'s factory at Prescott has been let to Wilson Bros., Kingston, the amount of the contract being about \$45,000.

A new building is to be built for the Carleton School, Fredericton, N.B. It will be a large two-storey structure with up-to-date fittings. The lavatories will be in the basement.

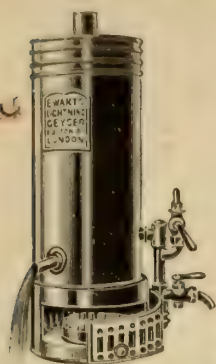
W. R. McPherson, architect, Grand Forks, B.C., is preparing plans for a 50 x 80 ft. building, two and a-half storeys high. Mr. McPherson says that building operations in Grand Forks are brisk, and are likely to continue so. The Merchants Bank, of Halifax, will likely erect a 40 x 80-ft. building, and Commodore Biden is talking of putting up a dozen new residences.

The new cement works at Arnold, Man., are almost completed, and as soon as the machinery has been installed operations will be started.

A new business block, to cost about \$15,000, is being erected in Rapid City, Man., by Edward Stovel. It will be very substantial in appearance.

The Dodge & Dennison Co., Limited, hardware dealers and grocers, Kentville, N.S., have assigned, and a meeting of creditors will be held on Saturday in Kentville.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL.



**HOT WATER
INSTANTLY,
NIGHT OR DAY.**

Boiling Water
in a Minute.

Hot Bath When Wanted

**EWART'S
"LIGHTNING"
GEYSER**

FOR GAS OR OIL.

346 EUSTON ROAD,
LONDON, ENGLAND.

Illustrated Price List Free



Illustrative
of the

**Cushion-Disc
Faucet**

referred to in
previous "ad."

Looks all right,
Don't it?

Manufactured by
The JAS. MORRISON BRASS MFG. CO.
TORONTO. Limited

PERSONS addressing advertisers
will kindly mention having
seen their advertisement in
Canadian Hardware and Metal
Merchant.

Portland Cements

BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly
attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

TRADE



MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

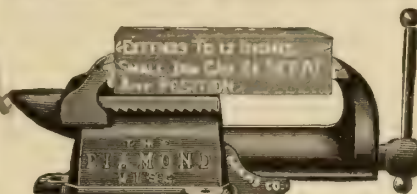
Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

DIAMOND VISE AND DRILLING ATTACHMENT

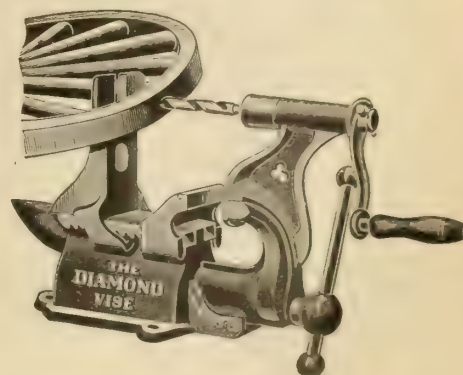
U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.



JAWS are faced with steel $\frac{3}{4}$ inch wide, 4 inches long,
firmly fastened to jaw, checked and hardened.
VISE weighs 38 pounds. DRILL weighs 13 pounds.
For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.
Made by A. R. Woodyatt & Co., Guelph, Ont.



Defiance Cold Blast Lantern

With *Patent Fluted Plate*, by which
the air is admitted so as to come in contact
with the Globe, so tending to keep it cool.

Sold by Leading Jobbers.

Manufactured by _____

W. W. CHOWN & CO., Belleville, Ont.

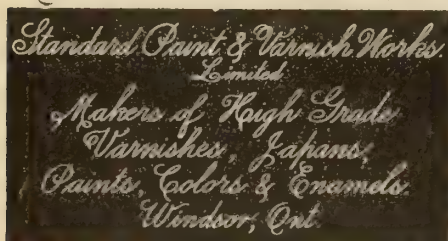
TINPLATE MAKING.

The art of tinplate making, says an exchange, is about 500 years old. It was invented in Bohemia or Saxony, and the German artisans managed for a long time to keep the process secret. It was used in various armament, for church steeples and for fancy ware. According to the researches of W. C. Cronmeyer, the manufacture seems to have been heard of first in Eng-

land about 1681. The British Government fostered the industry by placing a heavy duty on imported tinplate and this, combined with the advantages of material resources and superior shipping facilities, helped England and Wales to become the foremost tinplate producing countries of the world.

The plates first used were made by hammering blooms into thin plates and

then putting them through scouring, polishing and dipping processes, but about 1728 the process of rolling plates was developed, which greatly cheapened the product. The tinplate of to-day is made on steel sheets and the terms "coke" or "charcoal," which referred back directly to the processes used in producing black iron plates are a misnomer and should be considered merely as arbitrary words to signify the thickness of the tin coating.



**HENRY ROGERS,
SONS & CO.,**

SHEFFIELD, ENGLAND

Manufacturers of the celebrated



**UNION JACK
CUTLERY**

We make a specialty of

**PLATED WARE,
FRUIT KNIVES, ETC.**

Our Canadian Representative carries a full line of samples.

Canadian Office:

6 St. Sacrament St., **MONTREAL**

F. A. YORK, Manager.

Dealers Should Handle the Best

POWDER and GUNS

1 lb. of "Velox Smokeless Powder" is equal to 2 lbs. of Black Powder. W. W. Greener's Guns lead all others. Once used, always used.

FOR PRICES AND PARTICULARS WRITE TO

HARRY C. MARLATT, Canadian Representative, **SIMCOE, ONT.**

ROUND RE-ACTING WASHER

Quickest selling Washing Machine on the market.

None more satisfactory to dealers or users.

Every home requires a good Washing Machine.

Every Merchant should handle them.

Prices and full particulars on application.

THE . . .

Dowswell Manufacturing Co.
Limited.

HAMILTON, ONT.

Eastern Agents: **W. L. Haldimand & Son**,
Montreal, Que.



FOR A HIGH-GRADE STOVE

THE "GOOD CHEER"

is most moderate in price.

HAS GOOD TALKING POINTS,
and, in operation, will fully sustain all that is claimed for it.

Our new Catalogue will be ready in a few days. If we are not represented in your town, write us for a copy.

The James Stewart Mfg. Co.,
WOODSTOCK, ONT. Limited



"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

James Warnock & Co., - **Galt, Ont.**

CURRENT MARKET QUOTATIONS

September 14, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.	
Lamb and Flag—	
56 and 28 lb. ingots, per lb.	0 35½ 0 36½
Straits	0 35½ 0 36½

Tinplates.

Charcoal Plates—Bright	
M.L.S., equal to Bradley.	Per box
I.C., usual sizes	\$7 00
I.X., "	8 50
I.X.X., "	10 00
Famous—	
I.C., "	7 50
I.X., "	8 51
I.X.X., "	9 50
Kaven & Vulture Grades—	
I.C., usual sizes	5 25
I.X., "	6 25
I.X.X., "	7 25
I.X.X.X., "	8 25
D.C., 12½x17	4 75
D.X., "	5 50
D.X.X., "	7 50

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 50
I.C., special sizes, base..	4 75
20x28.	9 00

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	9 00
I.X., Terne Tin	11 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X.X., 14x56, 50 sheet bxs	Per lb.
" 14x60	0 07
" 14x65.	0 07½

Tinned Sheets.

72x30 up to 24 gauge.	0 08	0 08½
" 26	0 08½	0 09
" 28	0 09	0 09½

Iron and Steel.

Common Bar, per 100 lbs.	
Refined	2 00
Horse Shoe Iron	2 35
Hoop steel, 1½ to 3 in. base,	2 30
extras for smaller sizes	3 25
Sleigh Shoe Steel " base	2 35
Tire Steel	2 55
Machinery	2 60
Cast Steel, per lb.	0 00
Toe Calk Steel	2 81
Tank Plates, 1-5 and thicker.	3 00
Boiler Rivets	4 50

Boiler Tubes.

1½-inch	0 13	0 14
2 "	0 15	0 16
2½ "	0 18	0 19
3 "	0 19	0 20

Steel Boiler Plate.

¾ inch	3 25
¾ inch	3 40
¾ inch and thicker.	3 25

Black Sheets.

18 gauge	3 30
20 "	3 20
22 to 24 "	3 30
26 "	3 40
28 "	3 60

Canada Plates.

All dull, 52 sheets	3 25
Half polished	3 50
All bright	4 00

Iron Pipe.

Discounts are as follows—Black pipe, 1½ to 2 in., 40 per cent. ¾ in., 50 per cent. 1 to 2 in., 65 per cent. larger sizes, 50 and 5 per cent. Galvanized pipe, ½ in., 40 per cent. ¾ to 2 in., 50 per cent.

Galvanized Sheets.

G. C. Comet.	
Amer.	Head.
16 gauge	4 41
18 to 24 gauge	4 50
26 "	4 75
28 "	5 00
Less than case lots, 15c. per 100 lb. additional	
28 gauge American equals 26 gauge English.	

Chain.

Proo. Coil, 3-16 in., per 100 lb.	
" 5-16 "	8 50
" ¾ "	4 85
" 1 "	4 81
" 1½ "	4 50
" 2 "	4 65
" 2½ "	4 20
" 3 "	4 15
" 3½ "	3 70
" 4 "	4 10

Halter, kennel and post chains, 40 and 50 p.c.	
Cow ties	40 p.c.
Stall fixtures	35 p.c.
Trace chain	30 and 10 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

Copper.

Ingot	
English B. S., ton lots	0 19
Lake Superior	0 20
Bolt or Bar.	
Cut lengths round, ½ to ¾ in.	0 23½
round and square	0 23½
1 to 2 inches	0 23½

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23	0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 23	0 23½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.		
Tinned copper sheets	0 26	
Planished	0 32	

Braziers (In sheets.)

4x8 ft. 25 to 30 lbs. ea. per lb.	0 25½
" 35 to 45 "	0 24½
" 50-lb. and above, "	0 23½

Boiler and T. K. Pitts.

Plain Tinned, per lb.	0 28
Spun, per lb.	0 32

Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.	
Sheets, hard-rolled, 24 "	0 24
Tubing, base, per lb.	0 24

Zinc Spelter

Foreign, per lb.	0 07
Domestic	0 07½

Zinc Sheet.

5 cwt. casks	7 00
Part casks	7 50

Lead.

Imported Pig, per lb.	0 05
Bar, 1 lb.	0 06½
heets, 2½ lbs. sq. ft., by roll.	0 05½
Sheets, 3 to 6 lbs.	0 05½

NOTE.—Cut sheets ½ cent per lb. extra Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and bal., \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freight equalized on Montreal.

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder.

Per lb.	
Bar half-and-half	Per lb.
Refined	0 21½
Wiping	0 20½

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brand every according to composition.

Antimony.

Cookson's, per lb.	0 11
--------------------	------

White Lead.

Pure, Assoc. guarantee, ground in oil	
25 lb. irons	Per cwt.
No. 1 do.	6 87½
No. 2 do.	6 50
No. 3 do.	6 23½
No. 4 do.	5 75
Munro's Select Flake White.	5 37½
Elephant and Decorators' Pure.	7 12½

Red Lead.

Genuine, 560 lb. casks, per cwt.	\$5 50
Genuine, 100 lb. kegs, per cwt.	5 75
No. 1, 560 lb. casks, per cwt.	5 25
No. 1, 100 lb. kegs, per cwt.	5 00

White Zinc Paint.

Elephant Snow White.	0 08
Pure White Zinc.	0 08
No. 1.	0 06
No. 2.	0 05

Dry White Lead.

Pure, casks.	5 75
Pure, kegs.	6 25
No. 1, casks.	5 50
No. 1, kegs.	6 00

Prepared Paints.

In ½, ¼ and 1 gallon tins.	
Pure, per gallon.	Standard Quality.
Second qualities, per gallon.	1 00
Barn (in bbls.)	0 75
The Sherwin-Williams Paints	1 35
Canada Paint Co's Pure	1 20
Sanderson Peary's Pure	1 20
Stewart & Wood's Champion Pure	1 20

Colors in Oil.

25 lb. tins, Standard Quality.	
Venetian Red, per lb.	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French	0 05
Marine Black	0 09
Green	0 09
Chrome	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls.	1 35
Yellow Ochre (J.F.L.S.) bbls.	2 75
Yellow Ochre (Royal)	1 10
Brussels Ochre	2 00
Venetian Red (best), per cwt.	1 80
English Oxides, per cwt.	3 00
American Oxides, per cwt.	1 75
Canadian Oxides, per cwt.	1 75
Super Magnetic Oxides, 33 p.c.	2 00
Burnt Sienna, pure, per lb.	0 10
" Umber, "	0 10
do Raw	0 09
Drop Black, pure	0 09
Chrome Yellows, pure	0 18
Chrome Greens, pure, per lb.	0 12
Golden Ochre	0 03½
Ultramarine Blue in 28-lb boxes, per lb.	0 08
Fire Proof Mineral, per 100 lb.	1 00
Genuine Eng. Litharge, per lb.	0 07

Mortar Color, per 100 lb.	1 25
English Vermilion	0 80
Pure Indian Red, No. 45, lb.	0 80
Whiting, per 100 lb.	0 55

Blue Stone.

Casks, for spraying, per lb.	0 07
100-lb. lots, do. per lb.	0 08

Putty.

Bladders in bbls.	2 10
Bladders in 100 or 200 lb. kegs or bxs	2 25
Bulk in bbls., per 100	1 85
Bulk in less quantities.	2 10
25-lb. tins, 4 in case.	2 35
12½-lb. tins, 8 in case.	2 60

Varnishes.

(In 5-gal. lots.)	
Carriage, No. 1	Per gal.
" body	2 90
" rubbing	3 30
Gold Size, Japan	3 00
Brown Japan	2 40
Elastic Oak	2 30
Fluorine, extra.	2 40
No. 1	1 60
Hard Oil Finish.	2 10
Light Oil Finish.	2 70
Demar	3 31
Shellac, white.	4 40
" orange	4 00
Furniture Brown Japan.	1 40
Black Japan	2 40
No. 1	1 60

Discount—general trade discount, 50 per cent. and four months' time; special cash discount of 3 per cent. in thirty days, or 3½ per cent. spot cash.



The Imperial
Varnish & Color
Co's, Limited
Elastilite Varnish
1 gal. can, each.
\$2.00.

Granatine Floor
Finish, per gal.
\$2.00.

Maple Leaf
Coach Enamel
Size 1, 60c.
Size 2, 35c.; Size
3, 20c. each.

Linseed Oil.

Raw. Boiled	
1 to 4 bbls delivered.	5 to 9 bbls
Toronto, Hamilton, London and Guelph	
2c. less.	

Turpentine.

Single barrel, freight allowed	0 67
2 to 4 barrels	0 60
Toronto, Hamilton, London, Guelph, 2c. less.	

Castor Oil.

East India, in cases, per lb.	0 10
small lots.	0 11

Cod Oil, Etc

Cod Oil, per gal.	0 50
Pure Olive.	1 25
" Neatsfoot.	20

Glue.

Common	0 81
French Medal	0 14
Cabinet, sheet.	0 12
White, extra	0 18
Gelatine	0 22
Strip	0 18
Coopers	0 19
Huttner	0 18

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE. Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B. B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.
Brass shot Shells, 55 and 10 per cent. Primers, Dom., 30 per cent.

Wads. per lb.
Best thick white felt wadding, in ¼-lb. bags, 1 00
Best thick brown or grey felt wads, in ½-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 53
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 1 65
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Discount, 20 per cent.

Anvils.

Per lb. 10 0 12½
Anvil and Vise combined, 4 50
Wilkinson & Co.'s Anvils, lb. 0 09
Wilkinson & Co.'s Vices, lb. 0 09½

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33½ per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, 13 00 15 00

Bath Tubs.

Zinc, 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled, 30 60
5½-inch rolled rim, 1st quality, 22 00

Anti-Friction Metal.

"Tandem" A, per lb. 0 27
"B, 0 21
"C, 0 11½
Magnolia Anti-Friction Metal, per lb. 0 25

SYRACUSE SMELTING WORKS

Aluminum, genuine, 0 45
Dynamo, 0 23
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66½ per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's, 5 50 8 00
"Peterboro", discount 27½ per cent.
Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40
Bellows.
Hand, per doz., 3 35 4 75
Moulders, per doz., 7 50 10 00
Blacksmiths, discount 40 per cent.
Beltting.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Rits.

Gilmour's, discount 50 and 10 per cent.

Rockford, 50 and 10 per cent.

Jennings' Gen., net list.

Gilmour's, 47½ to 50 per cent.

Clark's, 40 per cent.

Clark's, per doz., 0 65 0 90

Diamond, Shell, per doz., 1 00 1 50

Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07½ 0 12

Bolts and Nuts. Per cent.

Norway Bolts, full square, 65

Common Carriage Bolts, full square, 65

" 5-16 and under 65

" ¾ and larger 55

Machine Bolts, all sizes, 60

Coach Screws, 70

Sleigh Shoe Bolts, 75

Blank Bolts, 60

Bolt Ends, 65

Nuts, square, 40

Nuts, hexagon, 4½c. off

Tire Bolts, 67½

Stove Bolts, 67½

Stove rods, per lb., 5½ to 6c.

Plough Bolts, 55

Boot Calks.

Small and medium, ball, per M., 4 25

Small heel, per M., 4 50

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis. 65 to 67½ per cent.

Reversible, dis. 65 to 67½ per cent.

Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, 6 00

Henis, No. 9, 7 00

Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00

American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30

Tarred lining, per roll, 0 40

Tarred roofing, per 100 lb., 1 60

Coal Tar, per barrel, 3 50

Pitch, per 100-lb., 0 80

Carpet felt, per ton, 45 00

Bull Rings.

Copper, \$2.00 for 2½ in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list

Loose Pin, dis. 60 per cent.

Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.

Loose Pin, dis. 60 and 10 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50

Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.

Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 80 3 00

English, 3 00

Belgian, 2 75 3 00

Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters, Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 58
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 45
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33½ per cent.

Crosscut Saw Handles.

S. & D. No. 3, per pair, 17½

" 5, 22½

" 6, 15

Boytton pattern, 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00

Coil, per doz., 0 88 1 60

English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.

Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.

Miller's Falls, per doz. net list.

DRILL BITS.

Morse, is. 37½ to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80

No. 2, per doz., 1 60

Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 27½ per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

Discount off revised list, 40 per cent.

FACTORY MILK CANS.

FILES.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foote, 60 and 10 p. c. to 60, 10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowitt's, English list, 25 to 27½ per cent.

FORKS.

Hay, manure, etc., dis. 50 and 10 per cent.

revised list.

GLASS—Window—Box Price.

Size Star D. Diamond

Per 50 ft. 100 ft 50 ft. 100 ft

Under 26, 2 10 4 00 6 00

26 to 40, 2 30 4 35 6 65

41 to 50, 4 75 7 25

51 to 60, 5 01 8 50

61 to 70, 5 35 9 25

71 to 80, 5 75 10 50

81 to 85, 6 50 11 75

86 to 90, 7 25 14 00

91 to 95, 15 50

96 to 100, 18 00

101 to 105, 21 00

106 to 110, 24 00

GAUGES.

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, ¾ per gross, 9 00

" ¾ to ¾, 14 00

Leather, 1 in., per doz., 3 87½ 4 00

" 1¼ in., 5 15 5 20

Web, — per doz., 1 87 2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can. dis.

25 to 27½ per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07½ 0 08½

Ball Peen.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00

Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25

Plane.

American, per gross, 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13½

HANGERS.

doz. pairs

Steel barn door, 5 85 6 00

Stearns, 4 inch, 5 00

" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40

No. 11½, 10-ft. run, 10 30

No. 12, 10-ft. run, 12 60

No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4½

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B.

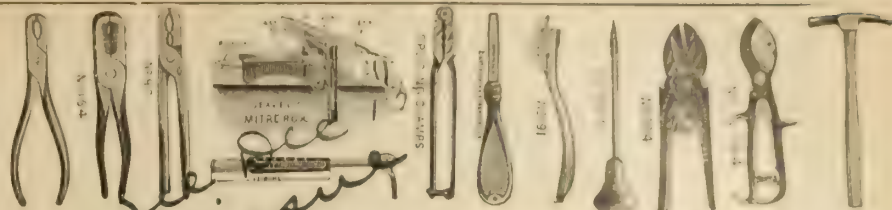
Cold Storage Lining

AND

.. Ruberoid Roofing ..

P. S.—Prices on Application.

65 Shannon Street, MONTREAL.



SMITH & REMENWAY CO., 296 Broadway, N.Y.

Also Razors, Stropps, Glass Cutters, Etc.

Write for new Catalogue

Hardwood CHARCOAL WOOD ALCOHOL

in Bulk or Sacks.

equalling Methylated Spirits as a solvent.

Manufactured only by..

THE STANDARD CHEMICAL CO., Limited

Factories Fenelon Falls.
Deseronto.

Gooderham Building, TORONTO

HORSESHOES.

	F.O.B. Montreal.	No. 2	No. 1.
Iron Shoes.			
Light, medium, and heavy.	3 65	3 92	
Snow shoes.	3 90	4 15	
Steel Shoes.			
Light.	3 85	4 10	
Featherweight (all sizes).	5 10	5 10	
F.O.B. Toronto, Hamilton, London and			
Guelph, 10c per keg additional.			
Too weight steel shoes.	6 70		

JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June 1899.

ICE PICKS.

Star per doz.	3 00	3 25
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KETTLES.

Brass spun, 7½ p.c. dia. off new list.		
Copper, per lb.	0 30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.

Lock, Can., dia., 27½ p.c.		
Cabinet, trunk, and padlock.		
Am. per gross.		60

KNOBS.

Door japanned and N.P., per		
doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L.		
screw, per gross.	1 30	4 00
White door knobs—per doz.		1 25

HAY KNIVES.

Discount, 50 and 1 per cent.		
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LAMP WICKS.

Discount, 60 per cent.		
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LANTERNS.

Cold Blast, per doz.	7 50	
No. 3 "Wright's"	8 50	
Ordinary with O burner.	4 25	
Dashboard, cold blast.	9 50	
No. 0.	6 00	
Japanning, 50c. per doz. extra.		

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 25	5 60
Galvanized.	1 87	3 85
King, wood.	2 75	2 90
King, glass.	4 00	4 50
All glass.	1 20	1 30

LINES.

Fish, per gross.	1 05	2 50
Chalk.	1 90	7 40

LOCKS.

Canadian, dia. 33½ p.c.		
Russell & Erwin, per doz.	3 05	3 25
Eagle, dia. 30 p.c.		
Padlock.		
English and Am., per doz.	50	6 00
Scandinavian.	1 00	2 40

MACHINE SCREWS.

Iron and Brass.		
Flat head, discount 25 p.c.		
Round Head, discount 20 p.c.		

MALLET.

Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each.	60	2 00

MATTOCKS.

Canadian, per doz.	8 50	1 00
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MEAT CUTTERS.

American, dia. 25 to 30 p.c.		
German, 15 per cent.		

MILK CAN TRIMMINGS.

Discount, 25 per cent.		
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NAILS.

Quotations are:	Cut.	Wire.
2d. and 3d.	\$3 60	\$4 10
3d.	3 25	3 77
4 and 5d.	3 00	3 60
6 and 7d.	2 90	3 45
8 and 9d.	2 75	3 25
10 and 12d.	2 70	3 20
16 and 20d.	2 65	3 15
30, 40, 50 and 60d. (base).	2 60	3 10
Steel Cut Nails 10c. extra.		
Miscellaneous wire nails, dia. 70 per cent.		
Coopers' nails, dia. 30 per cent.		
Flour barrel nails, dia. 25 per cent.		

NAIL PULLERS.

German and American.	1 85	3 50
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Square, round, and octagon,		
per gross.	3 38	4 00
Diamond.	12 00	15 00

NETTING.

Poultry, 40 and 5 per cent. for McMullen's.		
OAKUM.	Per 100 lb.	
Navy.	6 00	
U. S. Navy.	7 25	

OIL.

Water White (U.S.)	0 16½	
Prime White (U.S.)	0 15½	
Water White (Can.)	0 15	
Prime White (Can.)	0 14	

OILERS.

McClary's Model galvan. oil		
can, with pump, 5 gal.		
per doz.	0 00	10 00

Zinc and tin, dia. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass.	1 50	3 50
Malleable, dia. 25 per cent.		

GALVANIZED PAIRS.

Dufferin pattern pairs, dia. 50 to 50 and 10 p.c.		
Flaring pairs, discount 45 per cent.		
Galvanized wash tubs, discount 45 per cent.		

PIECED WARE.

Discount 40 per cent. off list, June, 1899.		
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PICKS.

Per doz.	6 00	9 00
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PICTURE NAILS.

Porcelain head, per gross.	1 50	3 00
Brass head.	0 40	1 00

PLANES.

Wood, bench, Canadian dia. 50 per cent.		
American dia. 50.		
Wood, fancy Canadian or American, 37½		
to 40 per cent.		
Bailey's (Stan. E. & L. Co.), 50 to 50 and 5 p.c.		
Miscellaneous, dia. 25 to 27½ per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.

English, per doz.	2 00	5 00
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PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dia. 37½		
40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.		
Puller's work, discount 65 per cent.		
Rough stops and stop and waste cocks, dis-		
count, 60 per cent.		
Jenkins' disk globe and angle valves, dis-		
count, 55 per cent.		
Standard valves, discount, 60 per cent.		
Jenkins' radiator valves discount 55 per cent.		
standard, dia., 60 p.c.		
Quick opening valves, discount, 60 p.c.		
No. 1 compression bath cock.	2 00	
No. 4.	2 00	
No. 7, Fullers.	2 50	
No. 4.	3 00	

POWDER.

Velox Smokeless Shotgun Powder.	0 85	
100 lb. or less.	0 80	
1,400 lb. or more.	0 80	
Net 30 days.		

PRESSED SPIKES.

Discount, 25 per cent.		
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PULLEYS.

Hothouse, per doz.	0 55	1 00
Axle.	0 22	0 33
Screw.	0 27	1 00
Awning.	0 35	2 50

PUMPS.

Canadian cistern.	1 80	3 60
Canadian pitcher spout.	1 40	2 10

PUNCHES.

Saddlers', per doz.	1 00	1 85
Conductors'.	9 00	15 00
Timbers' solid, per set.	0 00	0 72
hollow, per inch.	0 00	1 00

RANGE BOILERS.

Galvanized, 30 gallons.	7 25	
" 35 "	8 15	
" 40 "	9 25	
Copper, 30 "	22 00	
" 35 "	26 00	
" 40 "	30 00	

Discount off Copper Boilers 10 per cent.

Cast steel and malleable Canadian list dia.		
50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heller's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00	18 00
Bokers.	7 50	11 00
Wade & Butcher's.	3 60	10 00
Thiele & Quack's.	7 00	12 00
Elliot's.	4 00	18 00

REAPING HOOKS.

Discount, 50 and 10 per cent.		
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REGISTERS.

Discount, 40 per cent.		
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RIVETS AND BURRS.

Iron Rivets, discount 60 per cent.		
Iron Burrs, discount 55 per cent.		
Black and Tinned Rivets, 60 p.c.		
Extras on Iron Rivets in 1-lb. cartons, ½c		
per lb.		
Extras on Iron Rivets in ½-lb. cartons, 1c.		
per lb.		
Copper Rivets & Burrs, 35 p.c. dia., and		
cartons, 1c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets in		
½-lb. cartons, 1c. per lb.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.

Canadian, dia. 35	37½ per cent.	
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ROPE, ETC.

7-16 in. and larger, per lb.	8½	Manila.	12½
¾ in.	9½		13½
¼ and 5-16 in.	11		14½
Cotton base, ¼-inch and			
larger.	14½		15
Russia Deep Sea.			15½
Jute.			8
Lath Yarn.			9½
New Zealand Rope.			10½

RULES.

Boxwood, dia. 75 and 10 p.c.		
Ivory, dia. 37½ to 40 p.c.		

SAD IRONS.

Mrs. Potts, No. 60, polished.	0 75	
No. 60, nickel-plated.	80	

SAND AND EMERY PAPER.

Dominion Flint Paper, 1½ per cent.		
B & A. sand, 40 and 2½ per cent.		
Emery, 40 per cent.		

SAP SPOUTS.

Bronzed iron with hooks, per doz.	1 50	
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SAWS.

Hand, Diston's, dia. 7½ p.c.		
S. & D., 40 per cent.		
Crosscut, Diston's, per ft.	0 35	0 55
S. & D., dia. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	10 75	2 45
frame only.	0 75	

SASH WEIGHTS.

Sectional, per 100 lbs.	3 25	
Solid.	1 50	

SASH CORD.

Per lb.	0 23	0 30
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SAW SETS.

"Lincoln," per doz.	6 50	
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SCALES.

B. S. & M. Scales, 45 p.c.		
Champion, 65 per cent.		
Fairbanks Standard, 35 p.c.		
" Dominion, 55 p.c.		
Richelieu, 55 p.c.		
Chatillon Spring Balances, 10 p.c.		

SCREW DRIVERS.

Sargent's, per doz.	0 65	1 00
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SCREWS.

Wood, F. H., iron, and steel, 80 p.c.		
Wood R. H., dia. 75 p.c.		
" F. H., brass, dia. 75 p.c.		
Wood R. H., dia. 67½ p.c.		
" F. H., bronze, dia. 67½ p.c.		
" R. H., 62½ p.c.		
Drive Screws, 80 per cent.		
Bench, wood, per doz.	3 25	4 00
iron.	4 25	5 75

SCYTHES.		
Discount, per doz. net.	9 00	15 00
SCYTHE SNATHS.		
Canadian, dia. 45 p.c.		

SHEARS.

Bailey Cutlery Co., ball nicked, dia. 60 p.c.		
Seymour's, dia. 50 and 10 p.c.		

SHOVELS AND SPADES.

Canadian, dia. 40 and 5 per cent.		
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SINKS.

Steel and galvanized, discount 45 per cent.		
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SNAPS.

Harness, German, dia. 25 p.c.		
Lock, Andrews'.	4 50	11 50

SOLDERING IRONS.

1, 1½ lb., per lb.	0 37	
lb. or over, per lb.	0 34	

STANDARD CHAIN CO.,

PITTSBURGH,

U. S. A.

MANUFACTURERS
OF

CHAIN

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

—Canadian Representatives—

A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Trunk nails, black .....	.65 and 5
Trunk nails, tinned .....	.65 and 10
Clout nails, blued and tinned.....	.65 and 5
Chair nails .....	.35
Cigar box nails .....	.35
Patent brads .....	.40
Fine finishing .....	.40
Picture frame points .....	.10
Lining tacks, in papers .....	.10
" " in bulk .....	.15
" " solid heads, in bulk.....	.75
Saddle nails in papers .....	.10
" " in bulk .....	.15
Tufting buttons, 22 line, in dozens only	.60
Tin capped trunk nails.....	.15
Zinc glazier's points.....	.5
Double pointed tacks, papers.....	.90 and 10
" " bulk .....	.40

TAPE LINES.	
English, ass skin, per doz.....	2 75 5 00
English, Patent Leather.....	5 50 9 75
Chesterman's each.....	0 90 2 85
" steel, each	0 80 8 00

THERMOMETERS	
Tin case and dairy, dis. 75 to 75 and 10 p.c.	
TRANSOM LIFTERS.	
Payson's per doz.....	2 60

TRAPS. (Steel.)	
Game, Newhouse, dis. 2 1/2 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72 1/2, 75 p.c.	

TROWELS.	
Disston's discount 10 per cent.	
German, per doz.....	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.	
Bag, Russian, per lb.....	0 21
Wrapping, mottled, per pack	0 50 0 60
Wrapping, cotton, per lb	0 17 0 18
Mattress, per lb.....	0 33 0 45
Staging, "	0 27 0 35
Broom, "	0 30 0 55

VISES.	
Hand, per doz.....	4 00 6 00
Bench, parallel, each	2 00 4 50
Coach, each	6 00 7 00
Peter Wright's, per lb.....	0 12 0 13
Pipe, each	5 50 9 00
Saw, per doz	6 50 13 00

ENAMELLED WARE.	
White, Princess, Turquoise, Blue and White,	
discount 50 per cent.	
Diamond, Famous, Premier, 50 and 10 p.c.	
Granite or Pearl, Imperial, Crescent, 50, 10	
and 10 per cent.	

WIRE.	
Brass wire, 50 to 50 and 2 1/2 per cent. off the	
list.	
Copper wire, 45 and 10 per cent. net cash 30	
days, f.o.b. factory.	
Smooth Steel Wire, base, \$3.00 per 100	
lb. List of extras: Nos. 2 to 5,	

vance 7c. per 100 lb.—Nos. 6 to 9. base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.—
spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 15 per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in 1/4-lb. hanks, 75c.—in 1/2-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95
No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15
No. 12, \$3.35—No. 13, \$3.45—No. 14,
\$4.50—No. 15, \$5.00—No. 16, \$5.25.

Clothes Line Wire, 19 gauge,
per 1,000 feet..... 3 30

WIRE FENCING. F.O.B.	
Galvanized 4 barb, 2 1/4 and 5	Toronto
inches apart.....	3 25
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inches apart.....	3 25
Galvanized, plain twist.....	3 25
Galvanized barb, f.o.b. Cleveland, \$2.85 in	
carlots, and \$2.95 in less than carlots.	
Terms, 60 days or 2 per cent. in 10 days.	
Ross braid truss cable	4 50

WIRE CLOTH.	
Painted Screen, per 100 sq. ft., net.....	2 00
Terms, 4 months, May 1.; 3 p.c. off 30 days.	

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Acme, 35 to 37 1/4 per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each.....	2 00 7 00
" S., per doz	5 80 6 00
G. & K's Pipe, per doz.....	3 40
Burrell's Pipe, each.....	3 00
Pocket, per doz.....	0 25 2 90

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Leader.....per doz.	\$60 00
Royal Canadian	58 00
Royal American	50 00
Discount, 45 per cent.; terms 4 months, or	
p.c. 30 days.	

WROUGHT IRON WASHERS	
Canadian make, discount, 25 per cent.	

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ENAMELLED WARE

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"Premier"
"Princess"
White

Blue and White

"Star" Decorated
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Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short, with prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

The stall fixture is made from a tough quality of steel and is very strong. Also, owing to its circular cross-section, it is exceedingly rigid. Its simplicity, convenience, cheapness, and ease of attaching make it very popular with cow users.

This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States" is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth face—which cannot injure the animal's neck—make it superior to all other styles of chain for cow use.

For sale by all Jobbers; manufactured by

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Inc. 1895

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G. & H. Barnett Company

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Twelve

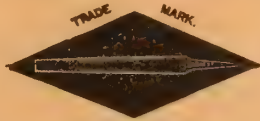
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Awarded
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International Expositions
Special Prize

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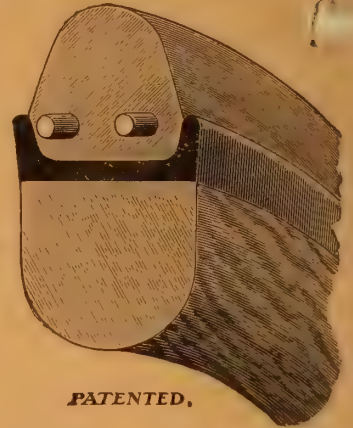
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SOLID RUBBER TIRES

FOR CARRIAGES.

Ninety per cent. of all the
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Cost does not end
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There's the working to be considered.
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GALVANIZED FLAT SHEETS

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HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, SEPTEMBER 22, 1900.

NO. 38

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The Most Economical.
The Least Wearing.
The Most Durable.
Friction Preventing.

"Tandem" Metals are better than
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and are, therefore :

Resistance Reducing.
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Power Increasing.
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For Heaviest Pressure and Medium Speed
or Heavy Pressure and High Speed.

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or Medium Pressure and High Speed.

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The largest smelters of Anti-Friction
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"Queen's Head" Iron is **made to wear**. No danger
of its rusting in spots or discoloring after a short ex-
posure, like so many other brands. The secret is per-
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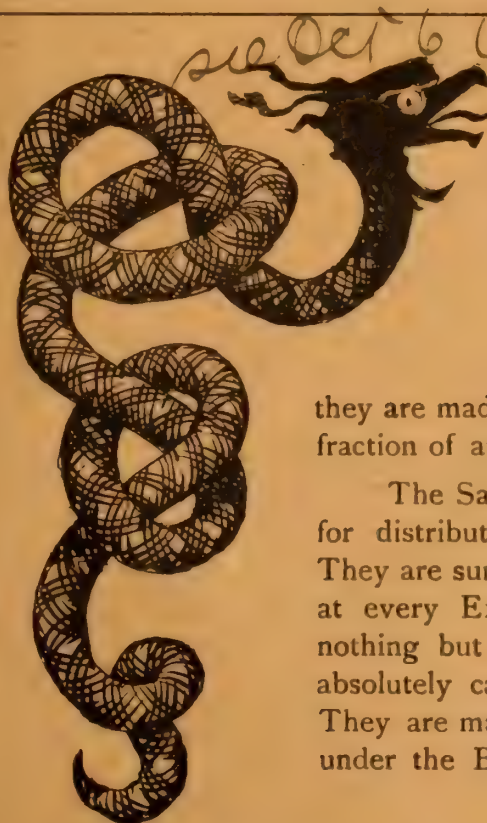
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Safford Radiators (the original inven-
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they are made in various heights to suit the space required, down to the
fraction of an inch.

The Safford Radiators embody the best method known to Science
for distributing the best kind of heat—**hot water and steam**.
They are sure, safe, economical. They have taken the highest awards
at every Exhibition of importance since the World's Fair where
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absolutely cannot leak, because they have screw nipple connections.
They are made and guaranteed by the largest Radiator Manufacturers
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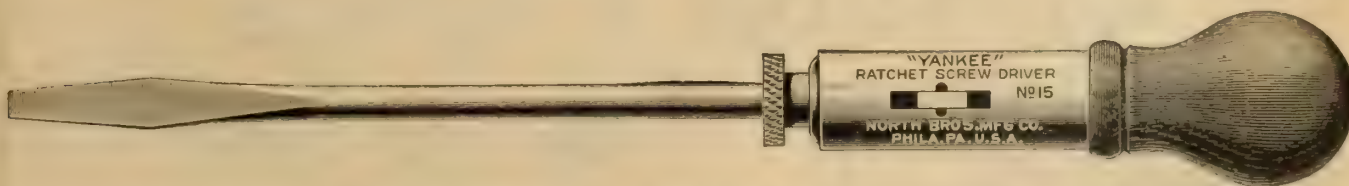
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insure the best
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money.

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SOME OF THE NEWER "YANKEE" TOOLS



No. 15 "Yankee" Ratchet Screw Driver

RIGHT AND LEFT HAND, AND RIGID, WITH FINGER TURN ON BLADE—2, 3, 4 and 5-in. BLADES.



No. 20 "Yankee" Spiral-Ratchet Screw Driver

RIGHT HAND ONLY, AND RIGID. 3 SIZES, EXTREME LENGTH OPEN, INCLUDING BIT—14, 17 and 19-inches.

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WE WOULD LIKE

to place your name amongst our list of customers for enamelled wares. We feel satisfied we can please you both in quality and price. A sample order will convince you as to their merits.



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"Crescent"

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White Decorated

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WARE

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IN

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Color

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Leaders for all seasons, trade-winners, business-builders.

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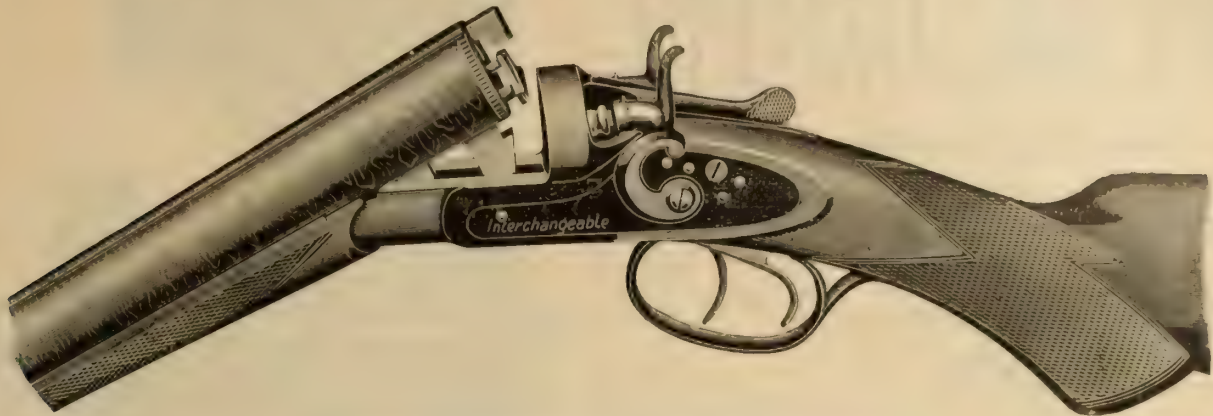
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"GOOD CHEER ART"
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Every Stove sold last season gave
Unbounded Satisfaction
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kitchen range increases daily.

Every one sold causes other sales, so enthusiastic are householders over its improved features.

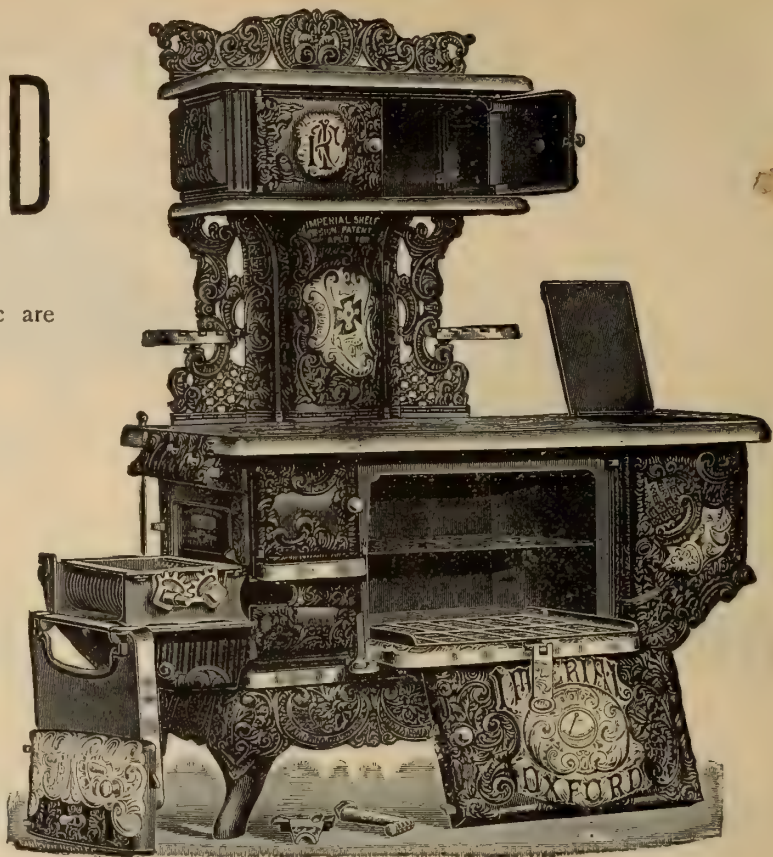
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FRONT DRAW-OUT GRATE
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and other conveniences, give it a superiority quickly appreciated.

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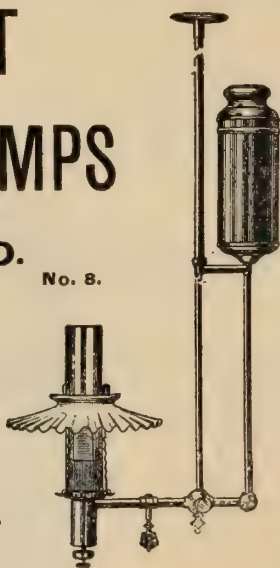
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100 CANDLE POWER

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50 cents a month with
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The Island City Mixed Paints
Floor Paint dries hard in 8 hours
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and Japan.

Customers are sure when they buy our Island City Paints
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DEALERS WHO HAVE NOT YET SEEN AND
ORDERED OUR GOODS FOR 1900-1901 ARE
SAFE IN COUNTING ON UNUSUALLY CHOICE
PATTERNS AND EFFECTS WHEN OUR MEN
CALL.

SEPTEMBER.



Agent for Railway Fencing :

McMULLEN'S

POULTRY NETTINGS and **LAWN FENCINGS** are not surpassed in the world.

Their **WOVEN WIRE FENCINGS** have stood years of successful testing; special offers are now made on **HOG FENCINGS**.

All of the above goods are manufactured by **THE ONTARIO WIRE FENCING CO., Limited**, of Picton, Ont., and are sold by

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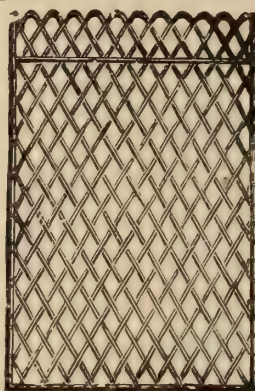
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MR. JAMES COOPER, Montreal.

Always in Stock . . .

Antimony	Aluminum
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Solder Type-Metals, etc.	

Syracuse Smelting Works
SYRACUSE and MONTREAL.



Wire Guards

FOR

Store Fronts
Factory and Mill Windows
Basement Windows

THE B. GREENING WIRE CO., LIMITED
HAMILTON, ONT., AND MONTREAL, QUE.

Don't push an article because it's **cheap**. Sell goods which have other merits as well.

KEMP'S SLICK OIL CAN



has all the points which go to make perfection in Oil Cans, and yet is not expensive.

No slop.

No waste of oil.

No more running over of lamps.

Flow of oil stops when lamp is full. Pump can be removed when can is sent to be refilled.

We would like to quote you prices.

Kemp Manufacturing Co., Toronto



VOL. II.

MONTREAL AND TORONTO, SEPTEMBER 22, 1900.

NO. 38.

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Montreal.

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Great Britain and elsewhere 12s.

Published every Saturday.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

TO TAX COMMERCIAL TRAVELERS.

NEEPAWA, a town in Manitoba, proposes to levy a tax of \$25 on commercial travelers.

We have become accustomed to look upon Manitoba as one of the most progressive and up-to-date Provinces in the Dominion, and this proposition to tax commercial travelers is certainly out of line with the general character of that Province.

A tax of the kind proposed is an intimation to the traveling salesman that he is next to a sinecure, and that his room is more acceptable than his company. Of course, no business man believes in such a doctrine.

He knows perfectly well that, although he is sometimes overburdened with him, the traveling salesman is a necessary part of the commercial system of the country.

With the trade paper at the merchant's hand and the wholesale house next door to him, the traveling salesman might perhaps be a sinecure. But, while the merchant has the trade paper at his hand, he has not the wholesale house next door to him. Consequently he must have the traveling salesman to show him the samples of the goods actually on the market.

Then, the commercial traveler is not only a benefit to the merchants but he is a benefit to the town itself.

No one would think of putting an obstacle in the way of a tourist visiting his town. And yet the commercial traveler is a tourist all the year round, regularly spending money for hotel accommodation and for local transportation, all of which indirectly benefits the local merchants.

But, after all, who, as a rule, will pay the tax? It will certainly not be the commercial traveler or the house he represents. It will be the local merchant to whom he sells goods.

The price of an article is based upon its cost, and into that cost is included the traveler's expenses. If, then, the traveler calling at Neepawa pays a tax of \$25, that amount will be in some way included in the cost of the goods which the local merchant buys from him. And, furthermore, what does that mean? It simply means that the merchant doing business in a town that imposes a tax on commercial travelers is paying more for his goods than his com-

petitors in adjacent towns who impose no such tax. And he is consequently handicapped to that extent.

It is to be hoped that wiser counsels will prevail at Neepawa.

HARVEST TOOLS FOR 1901.

DISCOUNTS and prices for the coming year have just been issued on harvest tools by the manufacturers in Canada.

They are the same as those which obtained during the past season. In view of the lower prices on iron and steel some people looked for a reduction in prices. These are, naturally, somewhat disappointed.

While, however, it is quite true that steel is lower, it is asserted that handles are costing the manufacturers more than a year ago. The same remark also applies to labor. This explains the decision of the manufacturers to allow prices to remain where they were before.

The associated manufacturers of scythes in the United States met in New York on September 7 and decided to make prices the same as those which existed prior to January, 1900. As in January the price was advanced 25c. per dozen, the figures just fixed for 1901 mean a reduction of 25c. compared with the figures that have been ruling during the last eight months. It is asserted that the jobbers in the United States will go into the market practically bare of stocks.

More is gained by what is unsaid than what is said against a competitor and his goods. It is even better to praise him than to libel him.

THE WHOLESALE HARDWARE ASSOCIATION.

THE Canadian Wholesale Hardware Association, which held its second annual convention in Quebec on September 13 and 14, was founded in the spring of 1899. What was termed the first annual convention was held a year ago in Hamilton, when Mr. T. H. Newman, of Caverhill, Learmont & Co. was elected president. For the brief period preceding the latter's election to the office, it had been occupied by Mr. Wm. Vallance, but who, through an unfortunate illness, had been unable to attend to his duties for the whole of his term. And now Mr. Peleg Howland, of H. S. Howland, Sons & Co., Toronto, has been elected chief executive officer, so it is evident that the line of succession has been so far well maintained.

Although the association has been established but a comparatively short time, it nevertheless appears to have passed the experimental stage. And as long as it is conducted on the same lines and with the same wisdom as in the past, a long and useful career is before it.

The chief object of the association is the promotion of harmony between the wholesaler and the manufacturer. And it has already accomplished quite a little along that line.

Nearly all the wholesale houses in Ontario and Quebec are affiliated with the association. And all the leading ones certainly are.

The association does not fix prices. All it does as far as prices are concerned is to discourage the cutting of prices which are fixed by the manufacturers. And in this they are doing a good thing for the retailers as well as for themselves.

When the price of wire and wire nails was suddenly dropped \$1 per 100 lb. in the United States some months ago, the secretary of the National Hardware Association of the United States within an hour or so sent telegrams to each member of his association, pointing out that the sudden drop was due entirely to a stock-jobbing deal and urging the wholesalers not to lose their heads. Although the telegrams could not prevent the loss of \$1 which the reduction entailed in every 100 lb. of nails and wire carried in stock by wholesaler and

retailer, yet they had the effect of at least assisting in the prevention of a stampede. There is no doubt the existence of the Canadian Wholesale Hardware Association had a similar effect at that time in this country, although not in perhaps so pronounced a manner.

John Stuart Mill says in effect, that any sect, creed, race, or organization that obtains power uses it for arbitrary purposes. As a rule this is, no doubt, true, but there are exceptions to every rule. The influence of the Canadian Wholesale Hardware Association is extending. But we are not aware that it has, so far, used it for arbitrary purposes. And if we know the character of its members a right it will not. Should it resort to arbitrary measures, the day that sees it will mark its decline as a useful factor in the hardware trade of Canada.

A DECLINE IN WHITE LEAD.

THERE has been a little disturbance in the Canadian White Lead Association, one of the members having withdrawn and issued a new list of prices. In a circular which the firm in question issued to the trade, it was said that dissatisfaction with the doings of the association was the cause of its withdrawal from membership.

The action of the quondam member has been followed by the association reducing its price 25c. per 100 lb. The price per 100 lb. in Toronto and Montreal is now as follows:

	F.O.B. Toronto	F.O.B. Montreal
Pure	\$6.62½	\$6.50
No. 1	6.25	6.12½
No. 2	5.87½	5.75
No. 3	5.50	5.37½
No. 4	5.12½	5.00

The reduction in price is not warranted by the condition of the market. Only a few days ago the National Lead Co. of the United States advanced its price 25c. per 100 lb., the quotation there on small lots to the retail trade now being \$7 per 100 lb. And the advance has stimulated the demand.

HOURS OF LABOR.

It is not the number of hours a man works in the store, in the workshop, or in the field that determines the quantity or quality of the work done.

He who labors well for eight or ten hours

is a better one to take as an example than he who labors in an easy-going and passive manner for 12 or 14 hours a day.

THE IRON TRADE SITUATION IN CANADA.

WHILE the condition of the pig iron market is undoubtedly improving, as far as sales are concerned, transactions are taking place at pretty low figures.

One large dealer in Toronto bought United States foundry iron this week at the lowest price at which he has this year made any purchases.

The price was \$17.50 on track Toronto, duty paid, for No. 2 Tonawanda iron. The quantity he bought was not large, although it was larger than the general run of the last few months.

The general run of orders these days is for 100-ton lots. And, as most of the foundrymen in Canada are steadily buying in that hand-to-mouth fashion, it is evident stocks are light and that purchases will be made with more confidence as soon as it is felt that prices have reached a steady basis.

It is the general opinion, even among buyers, that that point is not far off. In the United States there is a decidedly better demand for foundry iron, and foundrymen over there are making contracts for delivery as far ahead as the first of the year. In Canada, the confidence is probably not yet up to that point, but, of course, it is only a question of time before it will be, provided the more satisfactory conditions now existing in the United States are maintained.

In the iron and hardware trades in Canada confidence is certainly growing, and, while prices are not appreciating, business is expanding, although only in a moderate way. Compared with a month or two ago the situation is certainly more reassuring.

One satisfactory feature is the demand, which the stove and furnace manufacturers are experiencing. It is quite active. And foundrymen generally are well employed.

What we anticipate for the next few months is by no means a boom, but a nice steady and healthy business in moderate quantities of iron and hardware. And there is every indication that our expectations will be realized.

WHOLESALE HARDWARE ASSOCIATION.

SECOND ANNUAL CONVENTION IN QUEBEC.

ANCIENT and picturesque Quebec was, last week, the meeting place of a number of wholesale hardwaremen and manufacturers. It was the occasion of the second annual convention of the Canadian Wholesale Hardware Association. The convention was held in the Chateau Frontenac, opening on Thursday morning, September 13, and closing the afternoon of the following day.

The meeting was the most successful in the history of the association. Only two members were absent. One of these was in Europe, and the other was detained through sickness.

MEMBERS PRESENT.

The president, Mr. T. H. Newman, of Caverhill, Learmont & Co., was in the chair, and the other members present were :

John Bowman, of The John Bowman Hardware and Coal Co., London, Ont.

William Vallance, of Wood, Vallance & Co., Hamilton, Ont.

A. Gordon Macpherson, of A. Macpherson & Son, Montreal.

W. Starke and Robert Starke, of Howden, Starke & Co., Montreal.

A. M. St. Arnaud, of the Canada Hardware Co., Montreal.

Victor Lemieux and Joseph Lemieux, of L. Lemieux & Fils, Quebec.

A. Burdette Lee and Thomas B. Lee, of Rice Lewis & Son, Limited, Toronto.

T. Birkett, of T. Birkett & Son Co., Limited, Ottawa.

Edward Archibald and Real Angers, of Frothingham & Workman, Montreal.

A. Jeannotte, of L. H. Hebert, Montreal.

Eugene Chinic and W. Shaw and H. Edmond Dupre, of The Chinic Hardware Co., Quebec.

J. P. Seybold, of Seybold, Son & Co., Montreal.

Peleg Howland and Thomas G. Dexter, of H. S. Howland, Sons & Co., Toronto.

W. R. Hobbs, of The Hobbs, Hardware Co., London, Ont.

A VALUABLE ACQUISITION.

Mr. T. James Fernley, Philadelphia, secretary-treasurer of the National Hardware Association of the United States, was present, on invitation of President Newman, and took part in the deliberations of the convention. And a most valuable acquisition he was, for he was able to give a great deal of information in regard to association

work. In the course of an address, he stated that the National Hardware Association of the United States was formed for the express purpose of promoting harmony between merchants and the manufacturers, along which lines it had been most successful. At present, 195 wholesale houses were represented in the National Association, and these came from every State in the Union. When the association was formed, four or five years ago, only 27 houses were repre-

a year ago, quiet but steady progress has been made. We have drawn nearer the manufacturers in many instances.

"I hope that the new executive to be elected to-day will not lose sight of this important fact. As stated often before, this is the main object of our association.

"To the wholesale hardware merchant, the year has been one of considerable anxiety. The latter half of 1899 witnessed

A PERIOD OF INFLATED PRICES

such as has not occurred for many years; staple lines were advanced much higher than they should have been. The anticipated reaction, however, reached us in Canada earlier than many expected. I think that prices are quietly getting down to a more equable basis.

"As you are all aware, it is an easy matter to sell in a rising market, but quite a different problem when prices are weak and declining. Notwithstanding these difficulties, I believe I am within the mark in stating that 1899 was for one and all a fairly profitable year. That the present may equal it is my fervent wish.

COST OF DOING BUSINESS.

"There is one point on which I would like to speak, and that is the cost of doing business. It appears to me that this is one of the most important items that could come up for discussion. Firms, in their anxiety to increase their annual turnover, make prices on a certain amount of their business that, when cost of administration is taken into account, is a positive loss to

them. I regret to say that some of the members of our association have, on some lines, entirely lost sight of the cost of doing business. What is meant by 'cost of doing business?' I answer: Everything in the shape of expenses. Again, some firms have the impression that

A VERY LARGE BUSINESS

means a very large profit. Nothing could be more absurd. Abundant cases can be stated where a business of medium proportions, carefully handled as regards expenses, is infinitely more profitable than a very large



Mr. Peleg Howland, President of the Canadian Wholesale Hardware Association.

sented. At the conclusion of his remarks, which were listened to with a great deal of attention, Mr. Fernley extended a hearty invitation to the Canadian association to send delegates to the convention of the National Hardware Association of the United States, which meets at Richmond, Virginia, in November next.

THE PRESIDENT'S ADDRESS.

President Newman, on rising to make his annual address, was received with applause. He spoke as follows :

"Since our last annual meeting, held just

business where expenses are left to take care of themselves.

"I trust that every member of this association will ascertain what it costs him to do business. Less cutting in the future would be the result of the investigation.

"I desire to thank the members of the executive committee for their attention to the business of the association during the past year. They have been always ready to give me the benefit of their counsel and advice.

"To Mr. Hardy, our indefatigable secretary-treasurer, I have also to return my thanks. He has fulfilled in every respect the arduous duties which he undertook on the formation of our association."

The following are the 1900 1901 officers:

President — Mr. Peleg Howland, of H. S. Howland, Sons & Co., Toronto.

Vice-President — Mr. W. Starke, of Howden, Starke & Co., Montreal.

Secretary-Treasurer — Mr. James Hardy, of Jenkins & Hardy, Toronto.

Executive Committee — Messrs. W. Vallance, of Wood, Vallance & Co., Hamilton; W. Shaw, of the Chinic Hardware Co., Quebec; T. H. Newman, of Caverhill, Learmont & Co., Montreal; Real Angers, of Frothingham & Workman, Montreal; W. R. Hobbs, of the Hobbs Hardware Co., London, Ont.

During the convention a good deal of attention was devoted to the discussion of the attitude of the manufacturers towards the wholesale hardware dealer, and several suggestions were made which it was hoped would produce beneficial results.

A number of manufacturers or their representatives were at the Chateau Frontenac during the convention, but they were not, of course, present at the deliberations of the association. Among them were: Mr. Geo. C. Haldimand, of W. L. Haldimand & Son, Montreal; Mr. W. W. Near, of The Pillow, Hersey Manufacturing Co., Montreal; Manager A. W. Noyes and Mr. H. D. Allen, of The Oneida Community, Limited, Niagara Falls; Mr. Chilion Jones, of The D. F. Jones Manufacturing Co., Gananoque, Ont.; Mr. McGhie, representing The Welland Vale Manufacturing Co., St. Catharines, Ont.; Mr. W. Abbott, of The Abbott-Mitchell Iron and Steel Co., Limited, Belleville; Mr. C. E. Britton, of Cowan & Britton, Gananoque; Mr. T. Henry Asbury, president of The Enterprise Manufacturing Co., Philadelphia; Mr. Bowman, of The Chalcraft Screw & Bolt Co., Brantford, Ont.

THE PRESIDENT'S COMPLIMENTARY DINNER.

On Thursday evening the delegates and a few other gentlemen were entertained at dinner by Mr. Newman at the Garrison Club. Those present besides mine host were: Vice-president Peleg Howland. Messrs. W. Shaw, John Shaw, W. Starke, R. Starke, A. Gordon McPherson, T. James Fernley, Geo. C. Haldimand, T. G. Dexter, Real Angers, H. Edmond Dupre, Wm. Vallance, John Bowman, Thomas B. Lee, A. Burdette Lee, Eugene Chinic, W. W. Near, Victor Lemieux, Joseph Lemieux, A. W. Noyes and A. Jeannotte.

The seats of honor at the chairman's right

arrangement was simply perfect, and, as everyone was in a happy mood, a most enjoyable evening was spent. It was a happy family where each member vied with the other in an effort to make himself agreeable. Wit and humor abounded, and jokes were cracked as only hardwaremen can crack them, and pleasantries exchanged as only good-natured hardwaremen can exchange them.

The menu was excellent. The most fastidious could not have been other than satisfied. And the table was indescribably beautiful in its artistic arrangement.

The set toast list was short, but the impromptu one added much to it in both variety and number.

"The Queen" was honored in the usual warm and hearty manner. Perhaps it would be more fitting to say, in more than the usual warm and hearty manner. And then came "The President of the United States." As President McKinley was not present, it was demanded that Mr. Fernley, the energetic secretary of the National Hardware Association of the United States, should speak for him. And well did the substitute do his part. If Mr. McKinley possesses as much wit, humor and eloquence as Mr. Fernley, he is a fortunate man.

But Mr. Fernley's speech-making did not end with 'The President of the United States.' No sooner had he taken his seat than "Our Guests" was proposed, and the burden of acknowledging it was without compunction rolled upon him. But the worthy secretary of the United States sister association is too versatile to be discomfited even when a demand for two speeches

in succession is made upon him. During his remarks, he briefly and interestingly outlined the development of the National Hardware Association of the United States, and showed that as an educative institution it had been of great service to retail as well as to the wholesale hardware merchants of the United States.

The chief object of his association was, he declared, to educate hardwaremen as to the best methods of doing business. To make this subordinate to any other would be a mistake. There were represented in the



Mr. W. Starke, Vice-president of the Canadian Wholesale Hardware Association.

and left were occupied by Messrs. T. James Fernley and W. Shaw, respectively.

When the guests sat down each found before him a neat paper box, such as jewelers put their goods up in, on the opening of which was found a pretty miniature gold-plated game trap. It was presented by The Oneida Community, Limited, as a souvenir of the occasion. It was unnecessary to say that the guests appreciated it.

Mr. Newman proved himself to be as good an entertainer as he had been chief executive officer of the Association. The

National Hardware Association of the United States firms with an aggregate capital of between \$60,000,000 and \$75,000,000.

"The Manufacturers" was a toast which induced speeches from Messrs. W. W. Near, A. W. Noyes and W. Starke, which were liberally spiced with witty sayings and trade hits.

Messrs. Edward Dupre, John Shaw, Eugene Chinic and Victor and Joseph Lemieux responded to the toast of "The City of Quebec," and this remark of the first-named, "The hardwaremen of Quebec are extremely glad to see you and hope you will soon come back again," was the sentiment running through the remarks of all the gentlemen who responded to this toast.

Mr. John Shaw facetiously explained that while he was not a hardwareman his father had been, having started business in Quebec in 1833. "And I was," he continued, "born in a hardware store, or rather in a room above one." (Laughter.)

President Newman declared he could not allow the evening to pass without acknowledging the assistance he had received from the gentlemen composing the executive committee. They had worked with him most harmoniously and done their duty well. He proposed the toast, "The Executive Committee," coupling with it the names of Messrs. Peleg Howland, Wm. Vallance, John Bowman and Thomas B. Lee. All these gentlemen turned the compliment on Mr. Newman. "The president has really done the work of the association," asserted Mr. Howland. "I have been inspired to nobler ideals by the example of our president," said Mr. Bowman, "who is as good as he is handsome." Mr. Newman blushed and everyone laughed while Mr. T. B. Lee declared amid applause, "The president is the whole show, lock, stock and barrel."

Then Mr. W. Starke, whom someone styled the "Nail Keg King," demanded that the health of the "Putty King" of Canada, Mr. Jeannotte, be drank, and the guests heartily complied.

President Newman proposed the toast "Our Secretary, Mr. Hardy, the man who

does the work." This was enthusiastically honored, and Mr. Hardy replied in a neat little speech.

The last toast was "Our Host," which was proposed by Mr. Fernley. Mr. Newman declared he had made speeches enough for one night, but the guests were not satisfied till he had made another.

Then all joined hands around the table and lustily sang "Auld Lang Syne," which brought to a close a dinner which all voted to have been attended with more than usual happy circumstances.

THE DELEGATES INSPECT QUEBEC HARBOR.

One of the most pleasant features of the

The steamer's bow was first turned up the river, and those on board were taken to the point, about five miles above the city, where trees are being felled and rocks blasted preparatory to the building of the railway bridge that is before long to connect the north and south banks. Then the party was taken down the river past the city of Quebec to the Levis dry dock. Here the party landed, and, through the courtesy of Mr. Davie, was permitted to visit the bottom of the dock and view the repairs that were being made to the bottom of the Scottish King, an ocean steamer which had for a year and a half lain upon the rocks. Great holes were being patched up and weak spots strengthened preparatory to sending her across the Atlantic to Great Britain, where a new bottom is to be put in. To most of the party the sight was a unique one, and to all it was a most interesting one.

Large as the dry dock is, it is being materially lengthened, workmen being actively engaged in cutting into solid rock for the purpose of lengthening the basin.

Once on board again, the guests were taken farther down the river to a point where a view of the famous Falls of Montmorency could be obtained. Some of the delegates to the convention being desirous of catching the 5.30 o'clock boat for Montreal, only a brief stay was made before the Falls. Then the boat's prow was turned citywards.

And then one of the prettiest views of the kind that ever fell upon man's vision met the eyes of those on board. Everyone fell in raptures over it.

The sun was getting low in the western sky and was

throwing its light upon dome, church steeple, window pane and Citadel, towering 300 feet above the river, while the light smoke that hung over the city gave to all a glamor almost supernatural.

"But," interjected Mr. Dupre, as one gentleman in the party began to extol the beauty of the scene before him, "you should see the city in the morning when the sun is rising in the east. The view is even more beautiful than what you see now."

"Well, if anything can be more beautiful than that I want to see it," remarked one



Mr. Wm. Vallance, First President of Canadian Wholesale Hardware Association.

convention of the Canadian Wholesale Hardware Association was a trip in and around the harbor on Friday afternoon, after business had been concluded.

About 2.30 o'clock, on invitation of The Chinic Hardware Co., the delegates and the manufacturers and their representatives who were in Quebec assembled on board the steamer Lord Stanley, as neat and tight a boat as ever man set foot upon. Mesdames T. H. Newman and T. Henry Asbury were also on board, in company with their husbands.

gentleman in a somewhat dubious tone. And soon the Queen's wharf was reached, and the glorious view was gone, but it will



Mr. James Hardy, Secretary of the Canadian Wholesale Hardware Association.

never be gone from the minds of those who were fortunate enough to see it.

Messrs. Eugene Chinic, the vice-president; Mr. W. Shaw, the managing-director, and Mr. H. Edmond Dupre, of The Chinic Hardware Co., were on board the Lord Stanley, and they were indefatigable in their efforts to make the trip pleasant for their guests.

Those who were on the Lord Stanley that day will always feel that they owe a debt of gratitude to the members of The Chinic Hardware Co.

THE "HOOLEY" CLUB.

A coterie of the delegates formed a new organization to be known as the "Hooley Club." No one premeditated its birth. It came as a sudden impulse; and the father of it was Secretary Fernley, of the National Hardware Association of the United States. It has no constitution or by-laws. Nor will it ever require them. But it has officers, and in the election of them there was no more premeditation than in the organization of the club. The honor of the presidency was conferred upon Mr. W. R. Hobbs, of

The Hobbs Hardware Co., while Mr. James Hardy was unanimously elected secretary, and Mr. Peleg Howland, chaplain. The duties of the last-named official have not yet been defined. It is proposed to start a branch of the club at Richmond, Virginia, next November, when the National Hardware Association of the United States is in session.

The object of the club is the propagation of fiction among hardwaremen in the shape of short stories orally told. The motto of the club is "Hooley, Hooley."

WHAT IS NERVE?

WE sometimes hear it said that a person possesses nerve, says Northwest Trade. What is meant by this expression? It means endurance. When a man has nerve he possesses those qualities that are not easily moved by sentiment or the opinion of others. It is an excellent quality when it is not abused.

There is danger in "nerve," however. The man who is never willing to admit an error of judgment will sooner or later become tangled. We all make mistakes, and nerve should never be confounded with stubbornness.

Several months ago, the country was in a

period of depression, and things generally were down at the heel. The leading securities of the countries were selling for a



Mr. T. James Fernley, Secretary of the National Hardware Association of the United States.

song. At this point, the reason of men of nerve began to work along the lines of possible recovery. There were signs of better things. They bought low-priced stocks in confidence that they would sell higher. This was nerve. Their judgment was sustained, and this class of men secured a great profit.

Suppose their judgment had been wrong? The man of real nerve would have seen it and admitted his error; the man of stubbornness would have refused to admit an error of judgment and he would have fought the market until he had lost a large sum of money.

Now for an application of this principle to the everyday life of a merchant. He believes that it will pay him a profit to buy a certain line of goods. He does so and later he is disappointed that they do not sell more freely. At this point he should decide at once to close out the line at some price. His judgment was wrong in this instance. If he becomes stubborn he will find that delay will prevent the sale at any price and the goods will become a total loss.



Mr. T. H. Newman, Past President of Canadian Wholesale Hardware Association.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

MCKECHNIE & STEELE, general merchants, Thessalon, Ont., have assigned to John H. Glanville, and a meeting of their creditors was held yesterday (Friday).

Campbell & Nixon, general merchants, Hartland, N.B., have assigned.

T. L. Girard & Co., general merchants, Shawenegan Falls, Que., have assigned.

Burrows & Balfour, general merchants, Lumsden, N.W.T., are offering 50c. on the dollar,

V. E. Paradis has been appointed curator of Albert Bussiere, general merchant, Stanfold, Que.

The creditors of Ferd. Larouche, general merchant, Taillon, Que., meet on September 25 to appoint a curator.

Alex. A. Stewart, tinsmith, Glen Robertson, Ont., has assigned to Francis T. Costello, Alexandria, Ont.

Wm. Rodden & Co., founders, Montreal, are offering 30c. on the dollar. A meeting of their creditors has been called.

James Johnston, hardware dealer, Montreal, has assigned, and a meeting of his creditors will be held on September 24.

PARTNERSHIPS FORMED AND DISSOLVED.

R. Janson & Co., general merchants, Westport, Ont., have dissolved.

Leslie & Davidson, contractors, Sydney, N.S., have dissolved. Sydney Leslie continues alone.

SALES MADE AND PENDING.

Mrs. A. L. J. Corbean, general merchant, St. Malo, Man., is offering to sell out.

The assets of L. P. Labrosse, general merchant, St. Onge, Ont., have been sold.

The stock of P. B. Lariviere, general merchant, Drummondville, Que., has been sold.

The stock of John Inglis, general merchant, Barry's Bay, Ont., has been sold at 57c. on the dollar.

The stock of Jules Cote, general merchant, Lac Bouchette, Que., has been sold at 48c. on the dollar.

The assets of A. R. Hudon, general merchant, Hebertville, Que., are advertised to be sold on September 24.

The stock of Patterson & Foster, wholesale and retail general merchants, Harbor Grace, Nfld., has been sold.

The real estate of the late W. H. Girson, general merchant, Tracadie, N.S., is advertised for sale by tender on October 1.

The assets of Reid, Craig & Co., paper manufacturers and general merchants, Quebec, are to be sold on September 25.

Graham & Co., general merchants, Rat Portage, Ont., have sold their branch at Napinka, Man., to Hamelin & Cameron.



Paint Hunger

What is fed with poor paint is like giving the body poor food—the hunger may be satisfied for a while, but in the end it means injury and waste.

If you want to injure your customers' property sell them poor paint. If you don't want to, sell them S.-W.P.

THE SHERWIN-WILLIAMS PAINT

is good paint, because it is a good preservative. The materials used in making it are not cheapened in any way. Durability requires that they should be the best and purest. The same principle gives S.-W. P. the best of everything all along the line.

S.-W.P. keeps buildings in good condition.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.



CLEVELAND.
CHICAGO.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO.

SAN FRANCISCO.
KANSAS CITY.

J. W. Steele, blacksmith, Sheffield, Ont., is selling out.

John Barr, wagonmaker, Barrie, Ont., is advertising his business for sale.

The balance of the assets of Labelle & Deschamps, hardware dealers, Montreal, are to be sold.

The stock of the estate of C. R. Gordon, general merchant, Manitou, Man., has been sold to C. H. Newton at 55c. on the dollar.

CHANGES.

John Mitchell, blacksmith, Troy, Ont., is giving up business.

I. R. Strome, general merchant, Brandon, Man., is retiring from business.

J. Henderson, hardware dealer, Barrie, Ont., has sold out to J. R. Hambly.

S. J. Brown, harness dealer, Hartland, N.B., is removing to Campbellton, N.B.

E. D. Treau, general merchant, Bell City, N.W.T., has removed to Pinewood, N.W.T.

Young & Co., general merchants, Lakeside, Ont., have sold out to Wm. Stewart.

Adam F. Duhamel, general merchant, Carberry, Man., has sold out to E. G. Rodell.

John C. Lockhart, general merchant, Makinak, Man., has been succeeded by Campbell & Co.

Sutherland & Stelk, hardware dealers, Dauphin, Man., are opening a branch at Gilbert Plains, Man.

FIRES.

E. Millet, sawmiller, Bishopville, N.S., has been burned out.

W. Moshier, sawmiller, etc., Lion's Head, Ont., has been burned out.

Beaton & Cameron, sawmillers, Judique, N.S., have been burned out.

Alex. McDonald, blacksmith, Beaver Grove, N.S., has been burned out.

Robert Whitelaw, founder, etc., Woodstock, Ont., has suffered damage by fire; partially insured.

Alex. Grassie, harness dealer, and W. J. Helliwell, dealer in agricultural implements, Oak Lake, Man., have been burned out.

The Thomas Birkett & Son Co., Limited, wholesale and retail hardware dealers, Ottawa, have suffered slight damage by fire; insured.

DEATHS.

James Fairbairn, of Wm. Malloch & Co., manufacturers of elevators, etc., London, Ont., is dead.

INCREASE IN CAPITAL.

Supplementary letters patent have been issued by the Secretary of State, empowering the Canada Iron Furniture Co., Limited, to increase its capital stock to \$1,000,000. The capital stock was formerly \$300,000.

INQUIRIES FOR CANADIAN PRODUCTS.

THE following were among the recent inquiries relating to Canadian trade received at the office of the High Commissioner for Canada in London, Eng.:

1. A firm at Bucharest desire to enter into an export trade with Canada, and inquire whether business can be done in Italian produce (wines, almonds, oranges, olive oils, etc.,) as well as in woollens, cotton manufactures, yarn, etc.
2. A wholesale confectioner in Scotland asks to be placed in communication with a Canadian exporter of strawberry pulp.
3. An English inventor of a patent chimney-pot designed to prevent down draught in every condition of wind, desires to hear from a Canadian manufacturer willing to take up and push the article in the Dominion.
4. The manufacturers of umbrella component parts desire to hear from Canadian umbrella-makers interested in the direct importation of such goods.
5. A firm of oil, grease, paint and varnish manufacturers, who have one or two special lines, desire to be placed in communication with a good house in Canada willing to undertake their agency.

[The names of the firms making the above inquiries will be supplied on application to the editor of **HARDWARE AND METAL**. When inquiring kindly give date of issue and number of paragraph.]

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries:

1. A Manchester house ask to be placed in touch with Canadian producers of hardwood strips cut to dimensions: Spruce box boards and cypress veneers.
2. An inquiry has been received for the names of Canadian merchants prepared to take up and introduce wall papers throughout the Dominion.
3. Another firm of distillers and blenders of Scotch whiskey seek reliable Canadian agents.
4. A manufacturing firm seek supplies of steatite or soapstone of good quality and free from iron. They purchase considerable quantities and invite samples and quotations from Canada.
5. A firm of importers ask for the names of Canadian producers of evaporated apples and other dried fruits.
6. A firm in Barcelona, Spain, ask to be placed in communication with a responsible Canadian house willing to handle their wines.

TRADE CHAT.

THE Shipbuilding, Drydock & Wrecking Company of Collingwood, Ont., Limited, has changed its name to the Collingwood, Shipbuilding Co., Limited.

The Nova Scotia Carriage Co., Kentville, N.S., are making a large addition to their present building.

O'Connor, O'Callaghan & Co., have started as hardware dealers and plumbers on Bank street, Ottawa.

The peat fuel works, about six miles from Welland, Ont., were destroyed by fire on Friday of last week. An electrical

appliance for cutting and manufacturing peat was installed a few weeks ago.

The estate of Johnson Bros., Seaforth, Ont., are equipping their establishment with Bennett's shelf boxes.

The Ham & Nott Manufacturing Co., Limited, Brantford, Ont., have raised their capital from \$20,000 to \$50,000.

R. J. Duff is opening a general store at Harbor Grace, Nfld.

The Nott Cycle and Motor Company, of St. Catharines, Ont., has been chartered, with a share capital of \$100,000.

The Robb Engineering Co., Amherst, are shipping a lot of machinery for the use of the new Demarara street railway, Trinidad.

ACCIDENTS

WILL

HAPPEN

but **NEVER**

with the

Iver Johnson Safety Hammer Revolver.

ITS ACCIDENTAL DISCHARGE IS IMPOSSIBLE.

THE ONLY WAY to explode the arm is to **PULL THE TRIGGER**. This will be observed from the illustration. The hammer does not touch the cartridge, so that if caught in the clothing no explosion occurs.

SEND FOR DESCRIPTIVE CATALOGUE.

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—304 Main St.

FITCHBURG, Mass.



Gilbertson's Galvanized Sheets

PATENT

COMET

BRAND

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

"GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"
"Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S TERNEPLATES. "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

ALEXANDER GIBB,

Agent

13 St. John Street, MONTREAL.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY.

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE.

Stove Boards.



SEAMLESS WITH SEAMLESS CORNERS.
DECORATED STEEL AND ELEGANT

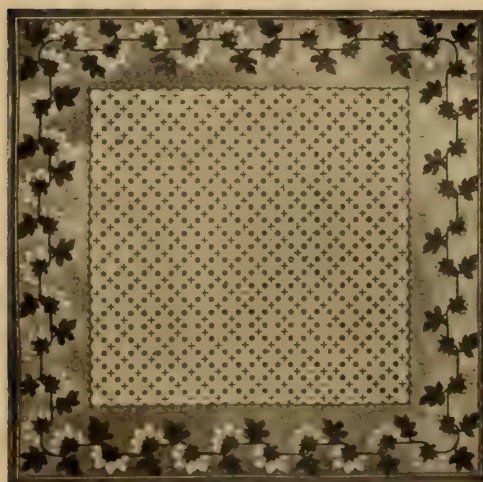
SQUARE

26, 28, 30, 32, 34, 36 inches.

OBLONG

24x32, 25x36, 28x36, 28x41 inches.

Oil-Cloth Stove Mats.



No. 807.

Sizes 54x54, 54x72, 72x72, 72x90 in. square.



Fire Backs.



EXTENDED.

Can be adjusted to fit any stove.

Will expand from 4 1/2 x 15 to 7 x 20 inches.



OIL-CLOTH BINDING.

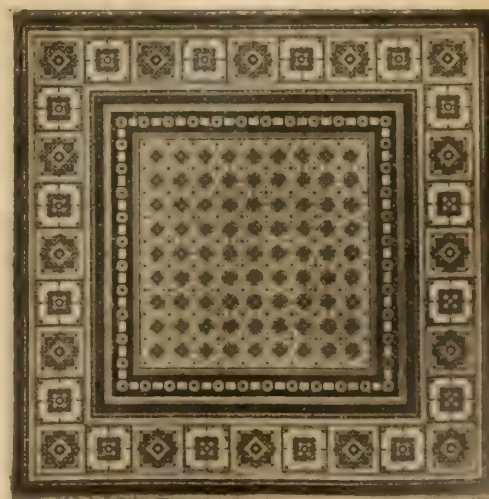
ZINC

6 yard with corners
8 yard with corners

BRASS

5 yard with corners
6 yard with corners
8 yard with corners

Oil-Cloth Stove Mats.



No. 806.

Sizes 45x45, 54x54, 54x72, 72x72, 72x90 in. square.

H. S. HOWLAND, SONS & CO., Toronto.

ORDERS
SOLICITED

Graham Wire and Cut Nails are the Best.

WE SHIP
PROMPTLY.

THE MAN WHO DOES.

It is not the man with the past record or a glowing future who attracts the attention of this busy world, but the man who does, says an exchange. We have all of us met individuals who were living on their past records and who never tired of talking, in season and out of season, about the things which they had done. There is still another class, who are always dealing in futures, and giving glowing accounts of what they intend to do. But, fortunately, there is still another class, which includes the real workers, and consists of the men and women who are content with their past record, satisfied to let the future take care of itself, and are bending all their efforts on the duties of to-day. To this class belongs the man who does.

It goes without saying that he is a busy man. Every hour of the day finds him at his desk intent upon the work which is brought to his attention. Every bit of work which he turns out is a complete and finished product in itself. He does not worry much about the past, nor does he think very much about the future, for he realizes that the present, if rightly cared for, will result in the future taking care of itself. He considers the task at hand more important than anything which has been or anything which the future may have in store.

It is this class of men who, under the right conditions, get ahead in the world and command the recognition which they deserve. True, there are exceptions, where honest, capable work does not seem to receive the recognition which it is due. Still, the man who is doing realizes that he cannot afford to give the world anything but the best product of his brain and skill. What may seem to be lack of recognition now, may prove a stepping-stone to larger and better appreciated results later on.

Like the man who carried the message to Garcia, the man who does, has his prototype in thousands of busy, industrious men who are adding each day their quota to the world's progress. The past we cannot recall. The future is beyond our grasp. The present is all we can call our own, and upon the faithful performance of each day's duties depends in a large measure what the world calls success.

LOSS BY BAD DEBTS.

As to what constitutes a low percentage of loss there may be a considerable difference of opinion. If the house loses one-fifth of 1 per cent. of its entire business the credit man is, no doubt, to be congratulated, says Facts, but if he has kept the losses down to one-tenth of 1 per cent. and the total of sales has been of normal magnitude

he is fairly entitled to feel that he has earned the thanks and substantial appreciation of his house. One per cent. or greater, of loss is decidedly bad, and there should be uneasiness in the credit department when, in ordinary times, that figure is reached.

HONOR FOR NICHOLSON FILES.

The War Department of the British Government recently conferred an exceptional honor upon The Nicholson File Co., of Providence, R. I. Knowing that the War Office of Her Majesty's Government was much pressed for the prompt delivery of supplies for the South-African War, the Nicholson Co., acting through its London office, courteously placed its Great Britain stock at the disposal of the Government. A most appreciative acknowledgment was immediately received, and shortly afterwards, after a comparative test of the Nicholson files and rasps with other makes, a large order was placed with the Nicholson Co. by the War Office for immediate execution. The Nicholson Co. may well be proud of the distinction conferred, as the Government of Great Britain does not generally allow the purchase by its Departments of any supplies made in any other countries, and but few outside concerns have ever been favored heretofore with orders from the British Government.

Do You Use Scales?

Then write us for a complete catalogue of our Standard Scales.
We can supply you with all varieties for any use.

TRACK SCALES
WAGON SCALES
HAY SCALES
PLATFORM SCALES
GROCERS' PLATFORM
FISH SCALES



ROLLING MILL SCALES
DRUGGISTS' SCALES
TEA SCALES
PHOTOGRAPHERS' SCALES
PAPER BEAMS
WEIGHMASTERS' BEAMS

A complete assortment always in stock at our warerooms.

The Fairbanks Co.

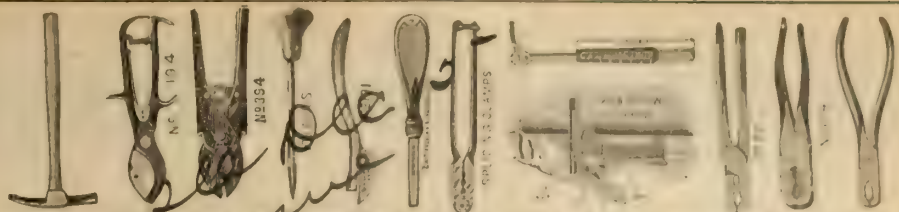
749 Craig Street,

MONTREAL.

"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors

SMITH & HEMENWAY CO., 296 Broadway, N.Y.

Also Razors, Strops, Glass Cutters, Etc.

Write for new Catalogue.

Hardwood CHARCOAL WOOD ALCOHOL

in Bulk or Sacks.

equalling Methylated Spirits as a solvent.

Manufactured only by..

THE STANDARD CHEMICAL CO., LimitedFactories { Fenelon Falls,
Descronto.

Gooderham Building, TORONTO

The Toronto Silver Plate Co., Limited

SILVERSMITHS AND MANUFACTURERS
OF ELECTRO SILVER PLATE.



Our line of Silverware for the season's trade is very complete in both Sterling Silver and Electro Plate Hollow and Flat Ware.

NOT being **IN THE TRUST** or **MEMBERS OF ANY SILVERWARE ASSOCIATION** or **COMBINE**, we make our own prices and, taking quality and design into consideration, they are the lowest in the market.

Do not place your orders until either our traveller has called on you or you have received copies of our new catalogues.

Factories and Salesrooms—King St. West, TORONTO, CANADA.

☛ "REMEMBER that we are not in the Trust."

E. G. GOODERHAM, Managing Director.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, September 21, 1900.

HARDWARE.

BUSINESS continues to be of a fair volume, but its character does not show much change. Dealers, both wholesale and retail, are buying from hand to mouth, a condition particularly noticeable on account of its contrast with last year's early fall trade when the boom was on. This year there is no boom. In fact, there is still a want of confidence, caused by recent reductions in prices. People don't buy on a falling market except to fill actual wants, and the present fall trade is no exception to the rule. Stocks in the country are decidedly light. Yet, dealers say that charges are 25 per cent. above those of last year. Orders are not large; they are small, but they are decidedly numerous, showing an active trade throughout the country. In such times as these, the city trade is a very

exact gauge of the country trade, for country merchants order only when forced to do so. The most noticeable feature this week is a slight improvement in the demand for wire, hay-baling wire having been sold in good quantities. The season for other wires is off and so there is not much doing in barb or galvanized. We hear that some wholesale firms are buying barb wire back from retailers who were caught with stocks when the unexpected decline came. Nails are slow, as are most of the heavy goods. Shelf goods continue active. Screws, nuts and bolts, sporting goods of all kinds, cutlery and builders' hardware are moving freely. Building paper is selling well, as also are spades and shovels. Enameled ware, stoves and stove pipes are seasonable goods and are being actively inquired for. Payments are good. The approach of the elections does not do trade any good.

BARB WIRE—Trade is a little better this

week, but fall orders at their best are large. We quote the base at \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—Business is fair. We quote as follows: Nos. 4 and 5 \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

SMOOTH WIRE—A good deal of hay-baling wire has been sold this week, and trade is improving. The price is still on a \$3 per 100 lb. base.

FINE STEEL WIRE—The usual amounts are moving. The discount is 15 per cent. off the list.

BRASS AND COPPER WIRE—A few orders have been filled. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—A good business is



Cut shows No. 271 stove with oven and double heater attachment.

RED CROSS SIGNAL

A neat attractive base burner at a low price.

Remodelled for the Season of 1900.

The dress of this stove has undergone a considerable change since last season. The different medallions have been changed as to design, while to the largest size stove (viz.: 271, both parlor and with oven) has been added a double heater attachment which allows of hot air being carried to another room by simply attaching a pipe to the collar at back top of stove.

With the above-mentioned changes this stove now ranks as the cheapest and best base burner of its kind on the market.

The extensive mica illumination makes this stove most cheerful. Nickered legs, base frame, foot rails and brackets, swing cover and handsome top ornament make it very attractive.

Extra large heavy fire-pot.

Shaking grate with sliding centre is easily cleaned.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

McClary's "Famous" Stoves awarded the Gold Medal at Paris Exposition 1900.

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
W. Dewees Wood Company's
Planished Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

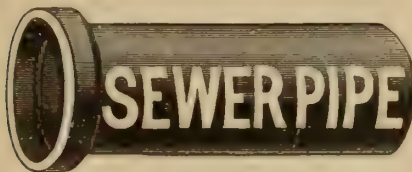
Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

being done. The price is \$3.45 for bright, and \$4 for galvanized, per keg of 100 lb.

WIRE NAILS—Trade shows no change. We quote \$3.10 for small lots and \$3 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—Small lots are moving. We quote \$2.60 for small and \$2.50 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—A good business has been done in horse nails. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—A fair number of orders are coming in this week and are being filled at unchanged figures. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow shoes, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.85; No. 1 and smaller, \$4.10; feather-weight, all sizes, \$5.10; toe weight steel shoes, all sizes, \$6.20 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—Large quantities of screws have been sold this week. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 1/2 per cent.

BOLTS—Bolts have been selling very freely at the old prices. Discounts are: Carriage bolts, 5-16 and under, 60 per cent.; 3/8 and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 75 per cent.; square nuts, 4c. per lb. off list; hexagon nuts, 4 1/2 c. per lb. off list; bolt ends, 65 per cent.; blank bolts, 60 per cent.; plough bolts, 55 per cent.; Norway bolts, square, 65 per cent.; tire bolts, 67 1/2 per cent.; stove bolts, 67 1/2 per cent.

COTTERPINS—Unchanged. 55 per cent. off English list, or, according to American list, all sizes but 3/8 in. wire, 80 per cent. off, and 3/8 in. wire, 70 per cent. off.

RIVETS—The usual trade is doing. We quote discounts: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 per cent. off; swedes iron burrs, 55 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 60 per cent. off.

CORDAGE—A good volume of business continues to be done. Prices are now 12 3/4 c. for manila, and 8 3/4 c. for sisal.

SPADES AND SHOVELS—A good trade continues in spades and shovels. The discounts are still at 40 and 5 per cent.

TACKS—There has been no change.

EX STORE, MONTREAL

TINPLATES TERNE PLATES CANADA PLATES

SHEET ZINC
INGOT TIN
RUSSIA IRON

Wholesale Trade only supplied.

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

IC and IX 14 x 20 and 20 x 28 Tinplates Cokes and Charcoals.

Especially low
figures on IX 14 x 20.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Being Up-To-Date

is a boast often made by varnish concerns, but there has to be a leader or the "date" would become very stale.

There is never a moment day or night that someone connected with our business is not wide awake and his brains at work. For that reason we make the boast that we are always ahead of the times.

When you are our agent for Elastilite Varnish you have an article that is so much better than the man across the street is handling, that your customers will soon see that you also are ahead of the times. One good article gets them talking, and you know the old saying, just as soon as a good story leaves its original home it keeps growing. In all sizes, $\frac{1}{2}$ -pints to 1-gallon, never in bulk.

—Manufactured only by—

The Imperial Varnish & Color Co.
TORONTO, CANADA. LIMITED

As base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—The demand has been for small lots only. Figures remain unchanged at \$17 to \$24 per 1,000, as to brand, ex wharf.

CEMENT—A good jobbing trade and an active demand for small lots makes trade comparatively active. Quotations are firm. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10 per bbl.

METALS.

Business does not show much improvement and most lines continue dull. Although many thought that the bottom had been reached, pig iron has receded again, in sympathy with the break in Glasgow, where Scotch warrants have dropped to £68 6s. Tin has dropped another £4 on the London market, being worth £131 on spot now. Bar iron shows a further decline and next week we shall have to quote iron pipe at reduced figures.

PIG IRON—Canadian pig iron is worth from \$18 to \$20, and Summerlee \$22 to \$23. Few transactions take place.

BAR IRON—A better trade is doing at

reduced figures. We quote \$1.75 to \$1.80 per 100 lb. f.o.b. Montreal.

BLACK SHEETS—A fair trade is doing at the unchanged price of \$2.95 for 8 to 16 gauge.

GALVANIZED IRON—The fall trade for immediate requirements is fair. We quote: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—The customary trade is doing. The price is still 17 $\frac{1}{2}$ c.

INGOT TIN—The London market is down to £131, and is weak at that figure. In New York ingot tin is now worth 29c. This is a phenomenal drop. Naturally this affects our market, where the price now is 36c. American stocks have increased 885 tons since September 1.

LEAD—Is firm at the base of \$4.65.

LEAD PIPE—Trade is at unchanged figures. We quote: 7c. for ordinary and 7 $\frac{1}{2}$ c. for composition waste, with 15 per cent. off.

IRON PIPE—A good trade is doing. Some dealers are quoting figures somewhat lower than ours, and it is probable we shall note a general reduction next week. We quote as follows: $\frac{1}{4}$, \$3 per 100 ft.; $\frac{3}{8}$, \$3; $\frac{1}{2}$, \$3.30; $\frac{3}{4}$, \$3.60; 1-in., \$5.20; 1 $\frac{1}{4}$, \$7; 1 $\frac{1}{2}$, \$8.05; 2-in., \$11.25. Galvanized, $\frac{3}{8}$, \$4.40; $\frac{1}{2}$, \$5; $\frac{3}{4}$, \$5.55; 1-in., \$8; 1 $\frac{1}{4}$, \$11.15; 1 $\frac{1}{2}$, \$13.30; 2-in., \$17.85.

JOHN BOWMAN
HARDWARE & COAL CO.,

....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz:

CEBRIANA,
 FITZCLARENCE, DALTONHEAD,
 CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

TINPLATES—There is no change to note. Prices are still \$4.50 for coke, and \$4.75 for charcoal.

CANADA PLATE—A fair business is being done in Canada plates. We quote: 52's, \$2.90; 60's, \$2.95; 75's, \$3; full polished, \$3.50, and galvanized, \$4.60.

TOOL STEEL—Black Diamond, 8c.; Jessop's, 12c.

STEEL—A good trade is doing. We quote: Sleighshoe, \$2.10; tire, \$2.20; spring, \$3.10; machinery, \$3.25, and toe-calk, \$2.75.

TERNE PLATE—Business is much more active than it has been. The price remains at \$8.50.

SWEDISH IRON—We quote \$4.25.

COIL CHAIN—Business is moderate. We quote as follows: No. 6, 11 $\frac{1}{2}$ c.; No. 5, 10c.; No. 4, 9 $\frac{1}{2}$ c.; No. 3, 9c.; $\frac{1}{4}$ -inch, 7 $\frac{1}{2}$ c. per lb.; 5-16, \$4.85; $\frac{3}{8}$, \$4.80; 7-16, \$4.50; $\frac{1}{2}$, \$4.25; 9-16, \$4.15; $\frac{5}{8}$, \$3.80; $\frac{3}{4}$, \$3.75; $\frac{7}{8}$, \$3.70, and 1 inch, \$3.70 per 100 lb.

SHEET ZINC—A fair trade is doing at 6 $\frac{1}{4}$ to 6 $\frac{1}{2}$ c.

ANTIMONY—Unchanged at 10 $\frac{1}{2}$ c.

GLASS.

Dealers are ordering good supplies of glass, some large lots having left the city this week. Prices are firm and unchanged. We quote as follows: First break, \$2;

second, \$2.10 for 50 feet ; first break, 100 feet, \$3.80 ; second, \$4 ; third, \$4.50 ; fourth, \$4.75 ; fifth, \$5.25 ; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

Owing to the breaking away of one of the members of the Canadian White Lead Association, the present prices for immediate delivery on white lead have slightly receded. The scale as outlined in our schedule of last week has been lowered 25 cents all around. It is certain that the position of dry white lead at primary markets does not warrant this cutting, and it is difficult to say just how long the slight reduction in the Canadian prices will last. In the meantime no large quantities of ground white lead are moving. On the other hand there is a good turnover in ready-mixed paints in all shades. Linseed oil has been going out in very large quantities, and there is a brisk movement in turpentine. Dry colors are nominally the same and a fair consumptive demand is being experienced for varnish and japans. As far as we can gather there is a good, strong, healthy undertone to the paint and varnish business in general in Montreal, and it is felt that this little white lead episode will soon be a thing of the past. We quote :

WHITE LEAD—Best brands, Government standard, \$6.50 ; No. 1, \$6.12½ ; No. 2, \$5.75 ; No. 3, \$5.37½, and No. 4, \$5, all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks ; kegs, \$6.

RED LEAD—Casks, \$5.10 ; in kegs, \$5.35 to \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c. ; No. 1, 6½c. ; in oil, pure, 9c. ; No. 1, 7½c.

PUTTY—We quote : Bulk, \$1.95 ; bladders, in bbls., \$2.10 ; bladders, in cases, \$2.25 ; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 80c. ; boiled, 83c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 58c. ; two to four barrels, 57c. ; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote : Resins, \$2.75 to \$4.50, as to brand ; coal tar, \$3.25 to \$3.75 ; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

The Superiority of Our Metallic Ceilings and Walls

Consists in their perfect practical accuracy, as well as the beauty of the designs.

The plates fit perfectly—the pattern continuing throughout the entire wall or ceiling with absolute precision.

Their splendid durability and perfect excellence in every detail make them emphatically less expensive in the end than any other interior finish.

The demand for these fine goods increases every week. Send for our catalogue and price list, if you are not already handling them.



Sample Design No. 429.

METALLIC ROOFING CO., Limited KING and DUFFERIN STREETS, **Toronto.**
Wholesale Manufacturers.

PETROLEUM.

There is no change to note in the oil market. All grades are selling well, especially illuminating oils. Machine oils are also in good demand. We quote as follows : "Silver Star," 15 to 16c. ; "Imperial Acme," 16½ to 17½c. ; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

It is generally conceded that the prices of hides should not have advanced as they did last week, for stocks are large and the demand is slow. Still, the opposition buying continues, and prices are about the same. We quote : Beef hides, No. 1, 8c. ; No. 2, 7c. ; calfskins, No. 1, 8c. ; No. 2, 6c. ; lambskins, 60c. each.

ONTARIO MARKETS.

TORONTO, September 21, 1900.

HARDWARE.

ALTHOUGH the orders that are, as a rule, being placed are not for large quantities, business is undoubtedly improving, and a healthier feeling prevails. Letter orders are quite numerous, and fully up to the average for this time of the year. Trade in wire nails is improving a little, and is now fair in a sorting-up way. Fence wires are all quiet, but even in this line there is, if anything, a little better business being done. The manufacturers of stoves and furnaces are experiencing a decidedly active demand. Quite a business is being done in such lines as cow chains, halters, stove boards and mats, lanterns, lantern globes, etc. Sporting goods are also in brisk demand. In cutlery, a good sorting up trade is to be noted. Horseshoes and horse nails are moving out nicely. The demand noted in

previous issues for apple-parers is being well maintained. A good trade is being done in enameled ware, and a moderate business in tinware. The manufacturers of harvest tools have issued their new list for the coming season's trade. There is no change either in discounts or in the list of prices. A few grain scoops are beginning to go out, but little or nothing is yet being done in furnace scoops. Payments are fairly satisfactory from all parts of the country.

BARB WIRE—A little business is being done in barb wire, but it does not yet amount to very much. Price is steady and unchanged at \$3 per 100 lb. from stock, f. o. b. Cleveland, we quote \$2.85, in carlots, and \$2.95 in less than carlots.

GALVANIZED WIRE—Business in this line is still only small, although perhaps a little better than it was. We quote from Toronto : No. 5, \$4.52½ ; Nos. 6, 7 and 8 gauge, \$3.85 ; No. 9, \$3.10 ; No. 10, \$4 ; No. 11, \$4.05 ; No. 12, \$3.25 ; No. 13, \$3.35 ; No. 14, \$4.40 ; No. 15, \$5.10 ; No. 16, \$5.15. The f. o. b. price Cleveland for Nos. 6 to 9 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—A little demand has sprung up for No. 11 oiled and annealed wire, but there is not much business being done so far. A little is being placed for hay-baling wire, but the demand, so far, this season has not been up to expectations. The base price is \$3 per 100 lb.

WIRE NAILS—Business in wire nails is undoubtedly a little better than it was a week or two ago, and although few, if any, carlots are changing hands, there is a fair sorting-up trade, and an increase in the

demand is anticipated. We still quote \$3 in carlots, and \$3.10 in less quantities.

CUT NAILS—There is little business being done, particularly in the small sizes, but the volume of business is decidedly small. We still quote \$2.60 per keg Toronto, Hamilton, London and Belleville.

HORSESHOES—Trade is good and fully up to the average for this time of the year. Prices are unchanged. We quote as follows, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.75; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$5.20; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$4; snow shoes, \$4.25; light steel shoes, \$4.20; featherweight (all sizes), \$5.20.

HORSE NAILS—Much the same remark applies to these as to horseshoes, a good business being done. Discount, 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

SCREWS—The demand in this line is still good, with prices unchanged. We quote as before: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—There is no change in the situation, the demand on the whole being fairly good. We quote: Norway bolts, full square, 56 per cent.; common carriage bolts, full square, 65 per cent.; ditto, 5-15 and under, 60 per cent.; ditto, ¾ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 60 per cent.; bolt ends, 65 per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 55 per cent.

RIVETS AND BURRS—Trade is steady and prices as before. We quote iron rivets at 60 per cent., and iron burrs at 55 per cent., and copper rivets, 35 per cent.

ROPE—There is a fair trade being done in small quantities. The base price is still 8½c. per lb. for sisal, and 12½c. for manila.

SPADES AND SHOVELS—Some business is being done this week in grain scoops, but little, if anything, is so far being done in furnace scoops. Speaking generally, the volume of business in spades and shovels is light. Discount 40 and 5 per cent.

HARVEST TOOLS—The manufacturers in Canada have issued their list of discounts for next season's trade, although a change in prices had been expected on account of the lower prices here. The manufacturers report that, as labor and handles are costing more, they cannot see their way to make any reduction in prices. Discount is still 50, 10 and 5 per cent.

SPORTING GOODS—A good business is being done, guns, rifles, ammunition, shot, wads and powder all going out well. Although the use of loaded shells is gradually increasing, the manufacturers report that their sale of powder is fully up to the average.

CUTLERY—Reports regarding trade in this line continue to be of a satisfactory character, a nice sorting-up trade being done.

CHURNS—The feature in this line is an advance in the price of dash churns. The makers report that they have been compelled to advance the wages of their workmen 10 per cent., and, to cover themselves, have made a similar advance in the price of the product. In other kinds of churns prices are unchanged.

WASHING MACHINES—A good business is being done in this line.

APPLE-PARERS—The demand for apple-parers keeps up well.

BUILDING PAPER—Trade is still fair and prices are unchanged. We quote: Plain building, 30c. per roll; tarred lining, 40c. per roll, and tarred roofing, \$1.60 per 100 lb.

ENAMELED WARE AND TINWARE—A good trade is being done in enameled ware, and a fair business is reported in some lines of tinware.

CEMENT—Prices are steady. A good demand is being maintained. We quote as follows in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

LUMBER AND MILL SUPPLIES—There is a good demand for crosscut saws the country over, and a fairly good business is to be noted in mill and lumber supplies generally.

STOVES AND FURNACES—The demand for stoves and furnaces is decidedly active, the few cold days in the early part of the week having set people inquiring for stoves and furnaces.

METALS.

Although trade is a little better than it was and is now fair for this time of the year, there have been quite a few reductions in prices during the past week. This applies particularly to pig tin, tinplates, Canada plates and spelter.

PIG IRON—While prices are still weak, business is beginning to improve, although, as a rule, buyers are only placing orders for small quantities. Reports from the United States are to the effect that some foundrymen are placing orders for delivery up to the first of next year. There was some Tonawanda pig iron purchased by a Toronto foundryman this week at \$17.50 on track, duty paid, which is about \$8 below the highest point at which this iron was bought some time ago.

BAR IRON—Business has improved, and a fairly good trade is now being done at \$1.70 to \$1.75 base per 100 lb.

SLEIGH SHOE STEEL—Although the steel trade generally is quiet, a good business is being done in sleigh shoe steel. Some good lots have changed hands during the past week. \$2 is the idea as to base price.

HOOP STEEL—Trade is improving, but prices are being shaded for large lots. The nominal quotation is \$3.25.

PIG TIN—The market has ruled weak for several days, although, on Wednesday last, a slightly better tone prevailed in the outside markets. Locally, prices are a ½c. lower at 35 to 36c. per lb. Local stocks are still light and confined to a few hands.

TINPLATES—Prices are easier on tinplates, our quotations being reduced 25c. per box. The demand is fairly good. We now quote coke plates at \$4.30 for IC, usual sizes;

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery.
6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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COVERT MFG. CO.

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YANKEE SNAPS.

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For Sale by
all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety,
Toilet, Hand, Electric Power
ARE THE BEST.

Highest Quality Grooming and
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WE MAKE THEM.

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NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
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BURMAN & SONS, LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

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Power Sheep Shearing Machines.

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27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

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"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

\$4.60 I C, special sizes, and \$4.75 for 20 x 28.

TERNE PLATES—Trade is quiet with prices unchanged.

TINNED SHEETS—There is very little doing in this line, and prices are as before.

BLACK SHEETS—The price of these has been reduced 10c. per 100 lb. on 18 gauge, up to 20c. on 28 gauge.

GALVANIZED SHEETS—Trade is fairly good for galvanized sheets. We still quote English at \$5, and American at \$4.60 for 28 gauge. 28 gauge American, it will be remembered, equals 26 gauge English.

CANADA PLATES—These are somewhat easier, our quotations being about 10 to 15c. lower. Import orders continue to arrive. The demand from stock has improved, and is now fairly good. The reduction in prices referred to is due to cutting by some of the outside jobbers. We quote all dull, \$3.15; half polished, \$3.25; all bright, \$3.85.

IRON PIPE—A moderate business is being done, and prices are much as before. The market is without special feature.

LEAD PIPE—Business is fair. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

PIG LEAD—Business is moderate, with the outside markets firm as to price. Locally, prices are unchanged at 5 to 5½c. per lb.

SOLDER—Trade is fair, and prices as before. We quote 21½ to 22¼c. for half-and-half; 21 to 21½c. for refined, and 20 to 21c. for wiping.

COPPER—Very little is being done in ignot copper, but trade is fairly good in sheet copper. The price is unchanged at 19 to 20c. for ignot copper, and 23 to 23½c. for sheet copper.

BRASS—Trade is quiet with prices unchanged. The discount on rod and sheet is still 10 per cent.

ZINC SPELTER—There has been a little more movement during the past week, although prices are 1c. lower, at 6 to 6½c. per lb.

SHEET ZINC—Trade still continues good with prices as before at 6¾ to 7c. for cask lots, and 7 to 7½c. for part casks.

PAINTS AND OILS.

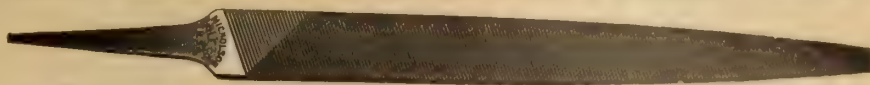
There is a fair sorting trade doing, but no single line shows particular activity. The only change in prices is a decline of 25c. in white lead. Turpentine has advanced 3c. in the South, but jobbers in Toronto have only advanced their prices 1c., but the quotation has been made the same both inside and outside the city. Linseed oil is steady. According to a resume of the flaxseed crop by United States authorities, published in The New York Journal of Commerce, there is considerable increase in the Russian yield, which is expected to modify the European demand for American seed. Therefore, as the American crop is considered to be about the same as last year, it is argued that prices will not be this season at as high a basis as ruled last year. At present the market is steady. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.72½; No. 1, \$6.25; No. 2, \$5.87½; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$5.75.

84,000 Daily Production.
5 Factories. 5 Brands.

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20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
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Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETTE," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

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Reliable Tools at low prices.



A. SHAW & SON, 52 Rahore St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

POTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 81c.; boiled, 84c.; 5 to 9 barrels, raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 59c.; two to four barrels, 58c., Toronto, Hamilton, London, Sarnia, Walkerville, Chatham, Dresden, Wallaceburg, Amherstburg and outside points. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There is nothing new to report. The strike in Belgium is as serious as ever. Though stocks here are quite liberal, some holders anticipate a shortage in certain lines. We quote first break locally: Star, in 50 foot boxes, \$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united

inches, \$6, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL.

There is little doing. Though the demand from the foundries is light, jobbers are taking all metals offering at steady prices. Rubber has advanced 1c. per lb., the quotations now being 6½c. We quote jobbers' prices: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12¼c. per lb.; bottoms, 10½c.; heavy copper, 13c.; light scrap brass, 7c. heavy yellow scrap brass, 10c.; heavy red scrap brass, 10½c.; scrap lead, 2¾c.; zinc, 2½c.; scrap rubber, 6½c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

PETROLEUM.

There is no change. We quote as follows: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, 17½c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

COAL.

Owing to the strike of the miners in the Pennsylvania coal region, the wholesale trade here is in such an unsettled state that quotations to the trade are not to be had, as only one mining company offers quotations. These are 25c. above the figures ruling previous to the strike. The Toronto dealers have raised their retail prices 50c., yet the demand is so great that present stocks would not last more than a month or two.

MARKET NOTES.

White lead is 25c. per 100 lb. lower.

Pig tin has been reduced ½c. per lb.

Black sheets are 10 to 15c. per 100 lb. lower.

The price of tinplates has been reduced 25c. per box.

A. Young, of Young & Co., general merchants, Lakeside, Ont., died on Sunday last, after a short illness from typhoid fever.

MANITOBA MARKETS.

WINNIPEG, Sept. 17, 1900.

BUSINESS continues quiet with the exception of sporting goods, which are moving freely. The weather has improved and all buildings under way are being rushed to completion so that there is a little more movement than last week in building hardware.

Houses are busy receiving fall stock although the rush will not be noticeable until next month.

The hardware price list remains without change, but a drop of 1c. per gal. is noted in turpentine. We quote:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire.	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 70
" 4	3 95
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge.	3 75
28 gauge.	4 00
Galvanized American, 16 gauge.	4 25
18 to 22 gauge	4 50
24 gauge.	4 75
26 gauge.	5 00
28 gauge.	5 25
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots.	8 00
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	11 20
" 3/4	11 75
" 1/2 and 5-16	12 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00
Solder	22
Cotton Rope, all sizes, lb.	15
Axes, chopping	\$ 7 50 to 12 00
" double bits.	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round "	70 p.c.
Flat " brass.	70 p.c.
Round "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine.	45 p.c.
Tire.	55 p.c.

Sleigh shoe.	65 p.c.
Plough.	40 p.c.
Rivets, iron.	37 1/2 p.c.
Copper	33 1/2 p.c.
Spades and shovels.	40 p.c.
Harvest tools.	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 75
No. 1.	1 25
Steel sleigh shoe.	3 00
" spring	3 25
" machinery.	3 75
Files common	70, and 10 p.c.
Diamond.	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.	30 p.c.
" military	15 p.c.
American R.F.	40 p.c.
C.F. pistol.	10 p.c.
C.F. military.	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge.	16 50
chilled, 12 gauge.	18 00
soft, 10 gauge.	21 00
chilled, 10 gauge.	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	7 25
Chilled.	7 50
Powder, F.F., keg.	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned.	75 and 2 1/2 p.c.
" plain.	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.
PETROLEUM.	
Water white American	25 1/2 c.
Prime white American	23c.
Water white Canadian.	22c.
Prime white Canadian.	20c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels.	\$ 71
Less than barrel lots	76
Linseed oil, raw	84
Boiled	87
Oils, clear machine oil.	30 1/2
Black oil	25 to 30
Cylinder oil (according to grade).	53 to 78
Harness oil.	65
Neatsfoot oil.	\$ 1 00
Steam refined oil.	85
Sperm oil.	2 00
Castor oil.	per lb. 11
Glass, single glass, first break, 16 to 25	
united inches	2 50
26 to 40.	per 50 ft. 2 75
41 to 50.	6 00
51 to 60.	6 50
61 to 70.	per 100-ft. boxes 7 00
Putty, in bladders, barrel lots.	per lb. 2 1/2
kegs.	2 3/4
White lead, pure.	per cwt. 7 25
No. 1.	7 00
Prepared paints, pure liquid colors, according to shade and color.	per gal. \$1.30 to \$1.90

WEST INDIAN TRADE.

As an evidence of the closer commercial relationship between the West Indian group of colonies and the Dominion of Canada, which Messrs. Pickford and Black's new accelerated steam service promises to develop, The Maritime Merchant, of Halifax, N.S., and St. John, N.B., has begun to devote a considerable amount of its space to the discussion of West Indian trade topics. The information given is correct, and should be of real assistance to Canadian firms anxious to do a good business in these colonies. There are also items of interest to West Indians. It is mentioned, for instance, that a steamer from Jamaica brought to Nova Scotia recently 700 bbls. of oranges, 800 bunches of bananas, and a lot of pineapples and other fruits, all of which arrived "in very good condition."—Daily Chronicle, Georgetown, British Guiana.

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GRINDERS

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THE
OXIDE AND
GRAPHITE
MINERS

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CAREFUL
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TRADE MARK
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Brassite Goods



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

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KNOX HENRY,
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COPP'S Warrior Heater

FOR COAL OR WOOD.

Has no equal.
 Immense radiating surface.
 A leader from its introduction.
 Perfect control.

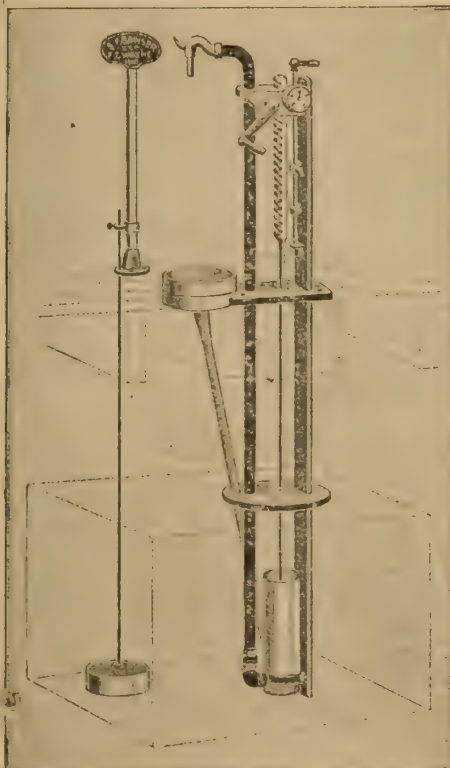
The accompanying cut illustrates the Copp Heater, which is without doubt the most powerful hot air heater in the world. When a furnace cannot be used, this Heater fills every want. We are not exaggerating the heating power when we say that consumption of fuel will be fully 50 per cent. less than the ordinary stove heating, as the power is hot air, not radiation, all parts of the room being evenly warmed.

Nos. 28 and 34.

FOR COAL OR WOOD.

The Copp Bros. Co., Limited,
Hamilton, Ont.

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of an oil tank is the valves in the pump.

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OIL TANKS

are equipped
 with

**Steel Ball
 Cage Valves**

The only valves ever invented that hold kerosene oil indefinitely. The balls in these valves are guaranteed to us not to vary one-tenthousandth part of an inch from a perfect sphere. No flat valves in ours. They won't hold. Our valves will hold oil "till the cows come home." Do you want an oil tank that you can rely upon to measure accurately all the time? The BOWSER tank will do it.

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pump and measure accurate Imperial Gallons, Half-Gallons and Quarts at every stroke. Catalogue free.

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W. C. Macdonald,
 Actuary.

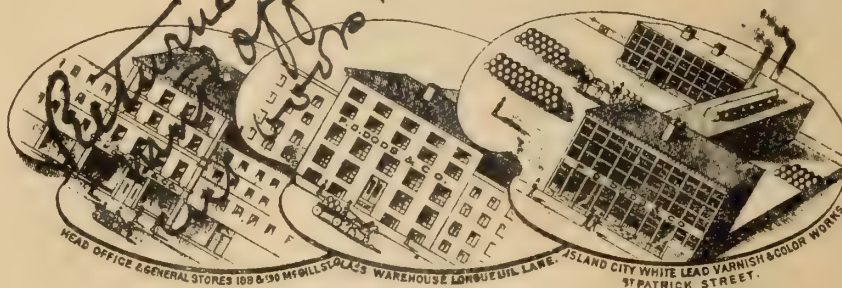
J. K. MACDONALD,
 Managing Director

SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The most established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address, "Machinery, Newport, Mon."

P. D. DODS & CO.

MANUFACTURERS OF

Paints and Varnishes.



Head Office: 188 to 190 MCGILL ST.

Montreal, September 20, 1900.

SIR,—

In reference to the Circular issued by Messrs. Jenkins & Hardy in regard to THE ASSOCIATION OF WHITE LEAD AND PUTTY, we beg to inform you that, feeling dissatisfied with the doings of the COMBINE, we have severed our connections with the said Association.

We are, therefore, in a position to-day to offer you our different Brands of White Lead at special prices.

P. D. DODS & CO.

N.B.—Rebate will be paid by us to whom it is due.

P. D. D. & CO.

The foreign coal shipments for August from the Vancouver Island coal mines amounted to 90,125 tons, of which 41,670 tons were from the New Vancouver Co.'s mines, 31,085 tons from Ladysmith mines, and 18,070 tons from the Union Colliery.

CONDENSED OR "WANT" ADVERTISEMENTS.

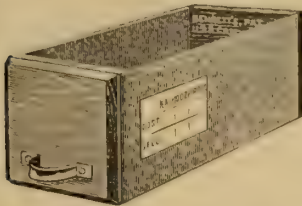
Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

BUSINESS OPENING.

AN energetic young man, with four or five thousand dollars, could find a good opening in a general hardware, stove and kitchen-ware business in a city of 12,000.

Box 13, HARDWARE AND METAL, Toronto.
(40.)

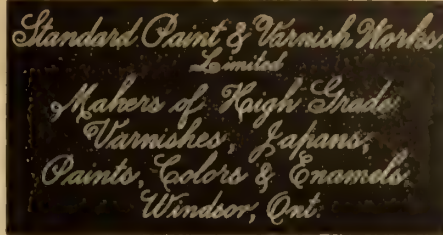
WRITE FOR NEW PRICE LIST ON



BENNETT'S SHELF BOXES.

Our box, with ash front, hard-oil-finished, with polished brass pull, is so cheap that it will not pay you to make your own shelf-boxes when you can get this up-to-date box at such low prices.

J. S. BENNETT, Patentee and Manufacturer,
20 Sheridan Ave. TORONTO
N.B. - Don't forget we make boxes to suit your present shelving.



Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from

Canadian Office:

6 St. Sacrament St., MONTREAL

F. A. YORK, Manager.

THE ...

Waggoner Extension Ladder.



The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.

ROUND RE-ACTING WASHER

Quickest selling Washing Machine on the market.
None more satisfactory to dealers or users.
Every home requires a good Washing Machine.
Every Merchant should handle them.
Prices and full particulars on application.

THE ...

Dowswell Manufacturing Co.
Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son,
Montreal, Que.



The G. Weeton Manufacturing Co.



SILVER-PLATED SOLID HANDLE STEEL KNIVES.

Put up in Sets of Six. Dessert Knives, per dozen, \$6.00. Medium Knives, per dozen, \$6.00.

Issue an illustrated Catalogue of Silverware and Specialties.

If you have not received a copy, write for it.

Toronto Address—326 1/2 Spadina Ave.

Montreal Address—Room 225 Temple Building, St. James St.

*Returned to sender
when 10/11/00
cut too short
85*

HOW HE MAKES HIS BUSINESS PAY.

WHILE W. F. Haygarth, general merchant, Canfield, Ont., was in Toronto the other day, **HARDWARE AND METAL** had a chat with him regarding his experiences as a business man.

Mr. Haygarth started in business for himself in Canfield several years ago without training, leaving a trade to become proprietor of a store. His friends thought he was making a mistake in doing so, warning him that previous attempts to establish a general store in Canfield had been uniformly unsuccessful. But time has proven that his enterprise was backed by the necessary energy and ability to make the business pay.

"To what do you ascribe your success?" asked **HARDWARE**.

"I hardly know. But I always made it a point to keep up-to-date goods and to have my store bright and cheery. I have tried to have my goods as suitable and my store as attractive as any of my competitors in near-by towns. I think likely that what the merchants who were before me failed in was in displaying their goods and trying to suit their customers."

"Can you get good prices?"

"Well, I have never yet sold at a loss. My customers may be able to get one line or another cheaper in Toronto, or even in Cayuga, than I can sell them, as I make it a point to sell everything at a profit, but, with this policy, I feel that no customer can get his regular supplies any cheaper than I can sell them."

"Then you don't fear the departmental stores?"

"No, candidly, I do not. I have long since realized that they are here to stay, and I am prepared to compete with the best of them—not in special lines, but in the general requirements."

"Do you do a cash trade?"

"No, I do not feel it is possible in such a small place as Canfield. But there is a good country around us for farmers who are willing to work it well. The great majority of them are well-to-do, so I lose very little by giving credit. I have to be careful to whom I give credit, but I think that a thoroughly cash business could not be established in Canfield."

CATALOGUES, BOOKLETS, ETC.**IRON AND STEEL TUBES.**

One of the most practical trade catalogues that have been received by **HARDWARE AND METAL** for some time is the 20th edition of the John Spencer, Limited, catalogue, containing full information re the comprehensive range of wrought iron gas, steam and water tubes and fittings. It is replete with illustrations and tables, many

of the latter being of great value to the mechanic who uses these goods or the merchant who handles them. As the John Spencer, Limited, are contractors to the British Admiralty and War Office it is unnecessary to state that their list of tubes, tools, etc., contains the newest ideas as well as all the old standard lines.

DEAD LINE OF ACTIVITY.

THE spectacle of Lord Roberts, 70 and shriveled, plunging into the smoke and struggle in South Africa and emerging with the "garter" in one hand and a dukedom in the other is exhilarating and suggestive in view of the "dead-line-at-50" discussion. Roberts, as an old man, who has fought his battles and won his medals, who had all to lose and nothing to gain, stayed at home during the early weeks of the war. And younger fighters, Methuen and Buller, sent out on the search for easy glory. What they got is painful history for England.

Roberts and Kitchener—the younger man was expected to do the big things—were sent out as an eleventh hour hope. For a few weeks Kitchener's picture loomed large in the papers; then he dropped out of sight. And in the end it was Lord Roberts, 20 years past the dead line, who fought out the war.

It is futile to lay down general laws; folly to apply them to individuals. Yet the dead-line-at-50 heresy has been accepted as gospel by so many people that it is worth following up, with "Bobs" as a beacon. Undoubtedly there is a dead line. Some men have already passed it at 30; others never reach it till they follow a clergyman feet first out of church.

A young business man is naturally in touch with the new methods that revolutionize trade every few years in these rapid times; but the older one who keeps up with them is his equal and his superior by the weight of his added experience. For the professional man, whose study lamp still burns, 50 is but a milestone on the road to greater power. And for him there is always something to be won and a new way to win it if the old one will not do. At 70 he is learning and planning and executing. He is climbing trees, like General Wheeler, to see what the enemy is up to; or drumming up wheat, like Mr. Armour, to freeze out the other youngsters; or planning a great home rule programme like that lively octogenarian, the late Mr. Gladstone. The ability to see new conditions and to meet them is the secret of youth's power in the world to-day and so long as a man has that ability, the years count as nothing. You can draw a dead line behind him, but you can't catch and push him over it. — Saturday Evening Post.

TRADING STAMP LEGISLATION.

THE Times, Victoria, B.C., in its issue of August 29, says: The bill which Mr. Hall has introduced into the Legislature relating to trading stamps, proposes to deal with that latest development of commerce. The bill if crystallized into law will forbid the use of stamps altogether under penalty of a fine of not less than \$50 to the person issuing them. The provisions of the bill are as follows:

In the construction of this Act the expression "trading stamps" shall extend to and include all stamps, tickets, coupons, cards, or other devices of any kind or description whatsoever, whereby, or in exchange wherefor, any person shall be entitled to receive, or shall receive, any property of any kind by way of bonus, gift, discount or premium on any goods or chattels bought or sold, or in excess of or in addition to the goods or chattels actually so bought or sold.

From and after the coming into force of this Act no person, either by himself or his clerk, servant, or agent, shall give, sell, or in any other way whatsoever dispose of any trading stamps to any person, copartnership, company, or corporation, nor shall any person, copartnership, company or corporation, buy or otherwise acquire, accept, receive, or have in his or their possession, or in the possession of any clerk, servant, or agent, any such trading stamps, nor shall any vendor of any goods or chattels give, sell, or otherwise dispose of any trading stamps to any purchaser of any of such goods or chattels whereby or with the intent that such purchaser shall receive, or be entitled to receive, either by virtue of such trading stamp alone or together with trading stamps given by any person or persons other than such vendor, or in exchange therefor, any money, goods, chattels, or property of any kind.

Everyone who by himself, his clerk, servant, or agent, gives, sells, or otherwise disposes of or buys or has in possession any trading stamps in violation of the provisions of this Act shall, on summary conviction, be liable to a penalty of not less than \$50 for the first offence, and not less than \$100 for the second or any subsequent offence. If the defendant makes default in payment of any penalty imposed under this Act, the same shall be levied upon the goods and chattels of such defendant by distress and sale thereof, and in default of sufficient distress the defendant may be imprisoned in the common goal for a period not exceeding two months.

The hardware stores of A. McD. Allan, and N. D. Rougvie, Goderich, Ont., were burglarized one night last week. Razors, revolvers and money were taken.

WIRE NAILS TACKS WIRE

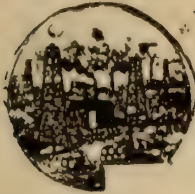
Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terno Plates, Canada Plates Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.



VanTuyt & Fairbank

Petrolia, Ont.
Headquarters for...

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers.
Montreal
Price Lists on application

COOPER PATENT ELBOWS

Bright and Common.



SCHEIPE'S PATENT STOVE PIPE.

E. T. WRIGHT & CO.

Sole Manufacturers
HAMILTON, ONT.



"JARDINE"

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

PERFECTION VENTILATOR



Patented Feb. 28, 1899.

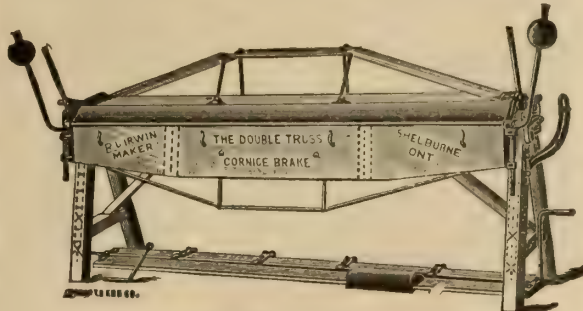
New, Simple, Ornamental, Effective
and Storm Proof. The REAL THING
to produce perfect ventilation.

WRITE FOR PRICES TO

BERGER BROS. CO.

231-237 Arch St.,

PHILADELPHIA



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra
if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. **SHELBURNE, ONT.**

HARRINGTON & RICHARDSON ARMS CO.

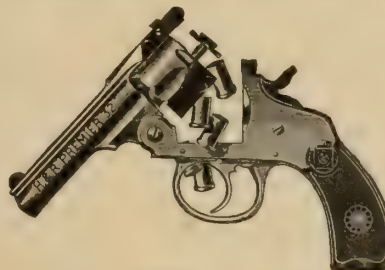
WORCESTER, MASS., U. S. A.

Makers of

High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere



STEVENS FINE TOOLS

We make a perfect line
of

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool Makers'
Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also
a valuable hand-book of information for mechanics and people interested in
such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.



HUTCHISON, SHURLY & DERRETT

DOVERCOURT

TWINE MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HEATING AND PLUMBING

HOW TO USE WATER IN STEAM PIPES

THE electrical engineers of England recently held a conference at Huddersfield, at which the utilization of water in steam pipes received much attention. They visited, according to an exchange, a number of plants where there were installed plants for the purpose of using this waste water. The greatly increasing demand for steam and steam appliances has brought forward the question of economy and improvements in this direction and has recently demanded and received a large amount of attention from engineers. As the result of careful investigations and experiments in this line, an apparatus has recently been placed upon the market, which discharges some most important and hitherto unknown functions, based upon two simple laws of nature, namely, the force of gravity and the tendency of gases to flow to the point of the lowest pressure. The apparatus has been thoroughly tested for some two years, and, it is claimed, with good results.

Every engineer is aware of the inconveniences, the delays and dangers, that arise from the presence of water in steam pipes, which in many cases has resulted in loss of life, cracked cylinders and lids, straining and pounding of engines, and so forth. Again, it is also important that in remedying this evil, the water in the steam pipes, with all its valuable store of heat, should go back into the boilers, so that these should not only be able to use it over again, but also the embodied heat, which is practically boiler temperature, requiring but a very few units of additional heat to convert the water into steam again. This apparatus is said to accomplish this. Moreover, it draws away all water before reaching the engines, thereby only allowing dry steam to pass into the cylinders, while feeding the boilers with water at a high temperature. Other important points are the advantages derived from feeding boilers as near boiler temperature as possible, which consists in a direct saving of coal, this tending to prolong the life of the boiler and to obviate the danger of leakage; while by feeding the boiler with the water of condensation, which is pure, the evaporation capacity is greatly increased, as this water prevents scaling on the boiler plates. The apparatus performs these duties without the aid of any moving parts, and it is therefore almost impossible that it should get out of order.

In this invention there is a receiver which is placed below the lowest point to be drained. This receiver acts as a storage for undue amounts of water, so that the riser pipe, which draws through a special outlet, may not get water-bound, but may act at a constant rate, independent of periodical discharges, into the receiver. All flow of condensation into this receiver is through a suction tee. A pipe is tapped into the forcing end of this tee and drains one or more separators or bottles at convenient distances from the live steam main. Its object is two-fold; it not only serves to maintain the receiver pressure, as near as possible to the boiler, by making good any undue drop in pressure from the secondary sources, but also helps to draw the drainage, on the ejector principle, from the drip receiver which receives the drip from all secondary sources.

From the receiver the water is swept up the riser pipe in sections or finely divided particles, into a separator. The purpose of this separator is merely to start the water easily and rapidly down the return pipe which feeds one or more boilers. The necessary drop in pressure in the separator, to guarantee the circulation up the riser pipe, is produced by a small pipe which is regulated by a reducing valve. If there is no convenient method of utilizing this small quantity of steam through the valve, a pipe is connected to the feed-pump discharge, allowing a small quantity of cold water to be injected into the top of the separator, making a slight vacuum, and producing the same circulation up the small pipe. The column of water in the return pipe, plus pressure, overcomes the boiler pressure, and so produces a continuous return. It should be noted that it is immaterial whether the points to be drained are below or above the boiler water level.

PLUMBING AND HEATING NOTES

The cup donated by the Toronto firemen for the trade union making the best appearance in the Labor Day demonstration in Toronto, has again been won by the Plumbers and Steamfitters' Union.

O'Connor, O'Callaghan & Co. have commenced business as hardware dealers and plumbers on the corner of Bank and Mutchmore streets, Ottawa.

St. John's church, Strathroy, Ont., will be much improved this fall.

SOME BUILDING NOTES.

CONTRACTS have been let for the new Adam Wagon Works building, Brantford, Ont. The building is to cost between \$20,000 and \$35,000, and will be 120x204 ft. and two storeys high.

A new manse is to be built at Inwood, Ont.

A Methodist church is being built at Mount Elgin, Ont.

The Anglicans of Fairview, B.C., are building a new church.

An up-to-date collegiate institute will be built in Cobourg, Ont.

Two churches are being built in Tiverton, Ont. Both are well under way.

Mr. Hartley is erecting a broom factory and residence in Fort William, Ont.

The Fort William, Ont., Investment Co. will erect 12 houses in Fort William.

Wilder Bros. are building a block in Wellington, Ont., next to Gillander's store.

Chateau Frontenac, the C. P. R. hotel at Quebec, will be enlarged during the winter.

The Northern Pacific Railway will erect a new depot at Portage la Prairie, Man., this fall.

J. Fauteaux, St. Benoit, Que., has the contract for erecting a new school at Buckingham, Que.

Jackson & Cochrane may add a three-storey addition to their Berlin, Ont., foundry, this year.

McMaster University will shortly start the erection of a new chapel and library, to adjoin the present building.

Gregory Burns, contractor, Ottawa, will erect a Roman Catholic church at Moose Creek, Ont. It is to be completed by next fall.

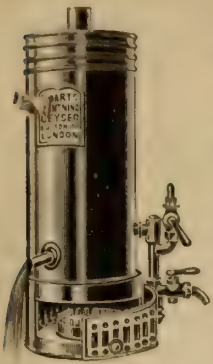
Paul Breton has the contract to erect four dwelling houses on St. Patrick street, Quebec. They are to be completed by next May.

The necessary money for the theatre proposed for Quebec has been subscribed, and it is expected that the building will be erected by Christmas.

Lemieux & Bertrand, contractors, Ottawa, have the contract to erect a three-storey building for Mr. Levigne, King street. The building will not be started till late in October.

G. C. Ives & Bro., Colborne, Ont., have the contract for the brickwork on a new house for Miss McTavish, near Colborne, for the Colborne electric light power house and for the Colborne Methodist church.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL.



**HOT WATER
INSTANTLY,
NIGHT OR DAY.**

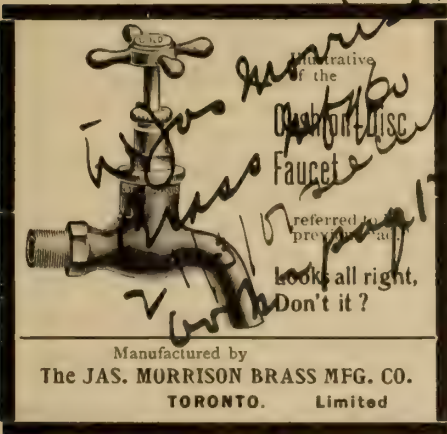
Boiling Water
in a Minute.
Hot Bath When Wanted

**EWART'S
"LIGHTNING"
GEYSER**

FOR GAS OR OIL.

346 EUSTON ROAD,
LONDON, ENGLAND.

Illustrated Price List Free



Manufactured by
THE JAS. MORRISON BRASS MFG. CO.
TORONTO. Limited

PERSONS addressing advertisers
will kindly mention having
seen their advertisement in
Canadian Hardware and Metal
Merchant.

Portland Cements

BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly
attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

KNOX HENRY

Heavy Hardware and Metal Broker
Room 220, Board of Trade, MONTREAL.

SPECIALTIES C Brand Horse Nails—Canada
Horse Nail Co.

BOLTS Tire and Stove Rivets of all kinds—Chal-
craft Screw Co.

BRASS GOODS Gunn-Caster Co., Limited, Bir-
mingham, Eng.



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for
the Preston make of Stick.

Write for Prices.

DIAMOND EXTENSION STOVE BACK

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

They are easily
adjusted and
fitted to a stove
by any one.

Please your
customers by
supplying them
immediately
with what
they want.



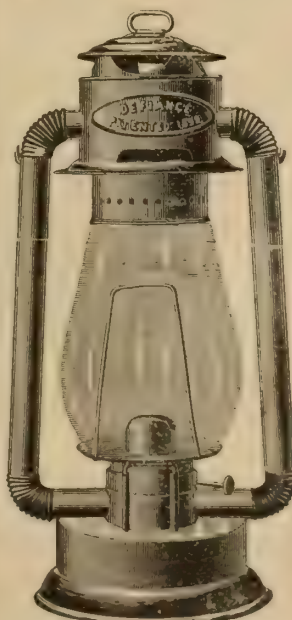
EXTENDED.

Sold by
Jobbers
of ...

**Hardware
Tinware
and
Stoves.**

Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**

" **A. R. WOODYATT & CO., Guelph, Ontario.**



Defiance Cold Blast Lantern

With *Patent Fluted Plate*, by which
the air is admitted so as to come in contact
with the Globe, so tending to keep it cool.

Sold by Leading Jobbers.

Manufactured by _____

W. W. CHOWN & CO., Belleville, Ont.

UNDERGROUND OIL TANKS.

CANADIAN oil producers use for storing crude oil holes dug in the ground which are described, in an exchange, by John D. Noble, as follows:

These underground tanks are circular in form and dug to any capacity required, the clay in the Canadian oil region being specially adapted for this purpose. There is 100 ft. of tallow-waxy kind of blue clay to go through before the top rock is reached; a number of petrified cockle shells are found in this clay, which clay is perfectly impervious, and so compact that it will hold either oil or water when the hole is dug out without leaking a drop. Expert workmen trim down the walls with their spades until they become smooth and shining, and when the hole is dug out they commence at the bottom and ring it up to the top with solid wooden rings. These rings are formed of kants, which are pieces of Canadian pine lumber cut in the form of the segment of a circle, and shaped just to fit the circular wall of the tank; they are from 3 to 4 ft. long, according to the size of the tank, 5 in. wide, and 1 in. thick, and the joints are covered by the top piece as the workmen proceed to nail them together from the bottom and ring up the tank. The wooden lining is put in to prevent the possibility of any clay caving in.

The tanks for holding crude oil are generally dug 30 ft. in diameter and 60 ft. deep, and hold about 8,000 bbls. in bulk of 35 imperial gals. to the barrel. It is only after sinking down about 20 ft. that this peculiar formation of tallow-waxy kind of blue clay is found, the first 20 ft. being a rich alluvial deposit formed from the dropping of the leaves of the trees for a long period of years. The blue clay is taken from the bottom of the tank, and puddled about 1 ft. thick behind the wooden curb for the first 20 ft., thus forming a perfect water-tight tank, which is then covered by large timbers and 2-in. planks, with a coating of gravel on top. Oil has been held in such tanks for 10 years without leaking a drop, and there is no danger from lightning, which has caused so many disastrous fires from oil stored in large oil tanks.

The Canadian crude petroleum, when pumped from the wells, is of a dark green color, and the gravity is from 32 to 37 deg. by the Reaumur hydrometer, according to the locality in which it is pumped. It is worth, at present, 7s. per bbl. of 35 imperial gals. to the barrel, in bulk at the wells, and it costs 2s. per bbl. to produce.

There are no flowing wells in Canada; all the oil is produced by pumping. The crude oil when distilled contains 5 per cent. benzine and 42 per cent. illuminating oil.

After the illuminating oil is taken off, the

heavy vapors are blown out of the still by an injection of steam and condensed and sold for gas or liquid fuel, and the balance of the product left in the still is petroleum tar, which is very rich in paraffin, and from which a large percentage of wax is obtained for making candles. It is also manufactured into lubricating oils of the very finest quality, and the residue makes a very superior fuel, being very rich in carbon.

The wells are $4\frac{1}{2}$ in. in diameter and 475 ft. deep. At a depth of 460 ft. the oil-bearing rock is pierced, and at this point a nitro-glycerine torpedo is exploded to shatter the rock and allow the oil more freely to flow into the well.

COL. GARTSHORE'S POPULARITY.

A MEETING that was highly expressive of the personal popularity and the unanimity and good feeling that exists between the management and employes of the McClary Manufacturing Company, was held on the firm's premises a few days ago. It was the outcome of the recent pleasurable outing that Col. Gartshore, vice-president of the company, gave to his employes at his beautiful South London residence, Beechwood. His guests on that occasion, believing that some fitting recognition of their host's courtesy should be made, devised an excellent method of doing so.

An appreciative address was embossed in a handsomely bound book, in which, also, were the signatures of between 400 and 500 of those who enjoyed Col. Gartshore's hospitality at that time. About 6 o'clock he was called to the rear of one of the offices, where all the employes, numbering more than 700, had gathered. Mr. J. H. Rowlands, senior buyer for the firm, made the presentation, accompanying it with a brief speech, in which, among other things, he said that all hoped that Col. Gartshore might long be spared to enjoy, as fully as at present, the pleasant relations that exist between him and his employes. Mr. Gartshore, who was taken altogether by surprise, was visibly affected, but he replied in a few characteristically happy words. He said that when he first saw the assemblage, he "was afraid they were going to strike for longer hours."

The address that prefaced the memorial book was as follows:

"To W. M. Gartshore, vice-president and manager of the McClary Manufacturing Company:

"Dear Sir,—We, the following employes of the McClary Manufacturing Company, extend to you our hearty and sincere thanks for your courtesy and kindness to us at your garden party on Saturday, August 25, 1900, and trust that you may long be spared to govern and control, as successfully in the future as in the past. We fully appreciate the affability and kindness of Miss Gartshore, your daughter, who added so much to our enjoyment and comfort."

BUILDING PERMITS ISSUED.

Building permits have been issued in Ottawa to John L. Pratt, for a solid double-brick house, Maple street, \$4,000, and to Mesdames Sparks, for brick stables, O'Connor street, \$2,500.

George Fox has taken out a permit to build two one-and-a-half storey brick houses on Grosvenor street, London, Ont.

Building permits have been issued in Toronto to the Harry Webb Co., Limited, for alterations to a residence at 447 Yonge street, \$2,000; to James Salter, for a pair of semi-detached dwellings on Wood street, near McMillan, to cost \$3,800; to the Trustees Toronto General Hospital, for alterations to houses at 330 to 340 Sumach street, \$2,000; to George D. Porter, for a brick dwelling near Huron street, on Bloor, \$7,500; to Charles May, for a residence at 11 South Drive, Rosedale, \$6,000; to H. M. Death, for a pair of semi-detached brick dwellings, Delaware avenue, near College, \$4,500; The City Dairy Co., for a three-storey dairy, near Orchard on Spadina, \$50,000; to A. R. Clarke & Co., for a three-storey factory on Eastern avenue, near Caroline, \$25,000.

PRICE OF GERMAN CUTLERY.

United States Consul-General Guenther writes from Frankfort, August 9, 1900:

"Within a comparatively short space of time, the better class of scissors and shears have advanced in price about 10 per cent. and the commoner grades about 20 per cent. In knives of the better grades, there has been an appreciation of 5 to 7 per cent. and in the commoner grades of 10 to 25 per cent.

"Except in pearl-handled knives, which have advanced largely on account of the increased cost of pearl, the appreciation in values is not due to the influence of raw material; it is practically altogether due to labor troubles. The fact that the men employed on the higher class of goods are being paid better than those working on the lower grades explains the difference in the increase in the price of the two grades of goods.

"Taking into account the labor troubles and the fact that the manufacturers are busy, it is probable that German goods will be steady in price for some time to come."

BENNETT'S SHELF BOXES.

Rogers & Nicolls, Perth, Ontario, and A. C. Thompson & Co., of Sydney, N.S., are fitting up their new stores with Bennett's shelf boxes. Seigel, Cooper & Co., New York, are also fitting up their new premises with Bennett's boxes.

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B. B. Caps. discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.
Brass shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 1/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/4-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb. 10 0 12 1/2
Anvil and Vise combined 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, " 13 00 15 00

Bath Tubs.

Zinc, 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled, 30 00
5 1/2-inch rolled rim, 1st quality, 4 50
2nd, 22 00

Anti-Friction Metal.

"Tandem" A, per lb. 0 27
" B, " 0 21
" C, " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25

SYRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's, discount 27 1/2 per cent.
" Peterboro', discount 27 1/2 per cent.

Farm.
American, each, 1 25 3 00
House.
Blacksmiths, per lb., 0 35 0 40

Bel lows.
Hand, per doz., 3 35 4 75
Moulders, per doz., 7 50 10 00
Blacksmiths, discount 40 per cent.

Belting.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.
Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.
Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.
All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts. Per cent.
Norway Bolts, full square, 65
Common Carriage Bolts, full square, 65
" 5-16 and under 60
" 3/8 and larger 55

Machine Bolts, all sizes, 60
Coach Screws, 70
Sleigh Shoe Bolts, 75
Blank Bolts, 60
Bolt Ends, 65
Nuts, square, 4c. off
Nuts, hexagon, 4 1/2 c. off

Tire Bolts, 67 1/2
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 6c.
Plough Bolts, 55

Boot Calks.
Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.
Discount, 55 per cent.

Broilers.
Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.

Hens, No. 8, 7 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.
German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 45 10

Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.
Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis., 60 per cent.

Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair, 0 40 0 65
Carpet Stretchers.
American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross, 50 9 50

Cement.
Canadian Portland, 2 80 3 00
English, 3 00
Belgian, 2 75 3 00
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters, Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 18
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern, " 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.
Miller's Falls, per doz., net list.

DRILL BITS.

Morse, is., 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz., 1 80
No. 2, per doz., 1 60

ESCUTCHEONS.

Discount, 27 1/2 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES.

Black Diamond, 50 and 10 to 60 per cent.
Kearney & Poote, 60 and 10 p. c. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size	Star	D. Diamond
Per 50 ft.	Per 100 ft.	Per 50 ft.
Under 26, 2 10	4 00	6 00
26 to 40, 2 30	4 35	6 65
41 to 50, 4 75	7 25	7 50
51 to 60, 5 00	8 50	9 25
61 to 70, 5 35	9 75	10 50
71 to 80, 5 75	10 50	11 75
81 to 90, 6 00	11 75	13 00
91 to 100, 6 35	13 00	15 50
101 to 110, 6 75	15 50	18 00
111 to 120, 7 15	18 00	21 00
121 to 130, 7 55	21 00	24 00

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/8 per gross, 9 00
" 1/2 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., " 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20
Sledge, 0 07 1/2 0 08 1/2

Ball Pean.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25
Plane, 3 15 3 75
American, per gross, 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13 1/4

HANGERS.

doz. pairs
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., " 0 06 1/2
" 6-in., " 0 06
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 3 50
Per gro. pair, 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 p. c. dis. } Oval head.
"M" brand 50 p. c. }

Acadian, 50 and 10 per cent

MALEHAM & YEOMANS,

SHEFFIELD,
ENGLAND.

Highest Award.

Manufacturers of

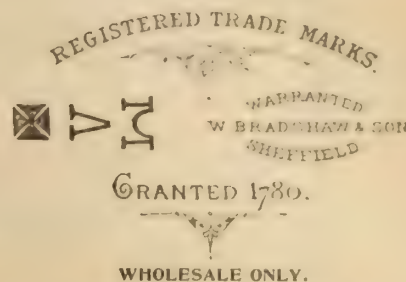


Exposition Universelle, Paris, 1889.

Table Cutlery, Razors,
Scissors, Butcher Knives
and Steels, Palette and
Putty Knives.

SPECIALTY:

Cases of Carvers and
Cabinets of Cutlery.



F. H. SCOTT, 360 Temple Building, MONTREAL.

HORSESHOES.			NAIL SETS			RAKES.			SCYTHES.		
F.O.B. Montreal.			Square, round, and octagon,			Cast steel and malleable Canadian list dis.			Discount, per doz. net.....		
Iron Shoes.			per gross.....			50 and 10 p.c. revised list.			SCYTHE SNATHS.		
Light, medium, and heavy.			Diamond.....			Wood, 25 per cent.			Canadian, dis. 45 p.c.		
Snow shoes.....			Poultry, 40 and 5 per cent. for McMullen's.			RASPES AND HORSE RASPS.			SHEARS		
Steel Shoes.....			Navy.....			New Nicholson horse rasp, discount 60 p.c.			Bailey Cutlery Co., full nickled, dis. 60 p.c.		
Light.....			U. S. Navy.....			Globe File Co.'s rasps, 60 and 10 to 70 p.c.			Seymour's, dis. 50 and 10 p.c.		
Featherweight (all sizes).....			OAKUM. Per 100 lb.			Heller's Horse rasps, 50 to 50 and 5 p.c.			SHOVELS AND SPADES.		
F.O.B. Toronto, Hamilton, London and			OIL.			Geo. Butler & Co.'s.....			Canadian, dis. 40 and 5 per cent.		
Guelph, 10c. per keg additional.			Water White (U.S.).....			Baker's.....			SINKS.		
Toe weight steel shoes.....			Prime White (U.S.).....			Wade & Butcher's.....			Steel and galvanized, discount 45 per cent.		
JAPANNED WARE.			Water White (Can.).....			Theile & Quack's.....			SNAPS.		
Discount, 45 and 5 per cent. off list, June			Prime White (Can.).....			Elliot's.....			Harness, German, dis. 25 p.c.		
1899.			McClary's Model galvan. oil			REAPING HOOKS.			Lock, Andrews.....		
Star per doz.....			can, with pump, 5 gal.,			Discount, 50 and 10 per cent.			SOLDERING IRONS.		
KETTLES.			per doz.....			REGISTERS.			1, 1 1/2 lb., per lb.....		
Brass spun, 7 1/2 p.c. dis. off new list.			Zinc and tin, dis. 50, 50 and 10.			RIVETS AND BURRS.			lb. or over, per lb.....		
Copper, per lb.....			Copper, per doz.....			Iron Rivets, discount 60 per cent.			IRON, No. 493, per doz.....		
American, 60 and 10 to 65 and 5 p.c.			Malleable, dis. 25 per cent.			Iron Burrs, discount 55 per cent.			Mo. 494, ".....		
KEYS.			GALVANIZED PAIS.			Black and Tinned Rivets, 60 p.c.			Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list		
Lock, Can., dis., 27 1/2 p.c.			Dufferin pattern pails, dis. 50 to 50 and 10 p.c.			Extras on Iron Rivets in 1-lb. cartons, 1/2			Try and bevel, dis. 50 to 52 1/2 p.c.		
Cabinet, trunk, and padlock,			Flaring pails, discount 45 per cent.			per lb.			STAMPED WARE.		
Am. per gross.....			Galvanized washtubs, discount 45 per cent.			Copper Rivets & Burrs, 35 p.c. dis., and			Plain, dis. 75 and 12 1/2 p.c. off revised list.		
Door, japanned and N.P., per			Discount 40 per cent. off list, June, 1899.			cartons, 1c. per lb. extra, net.			Retinned, dis., 75 p.c. off revised list.		
doz.....			PICKS.			Extras on Tinned or Coppered Rivets in			STAPLES.		
Bronze, Berlin, per doz.....			Per doz.....			1/2-lb. cartons, 1c. per lb.			Galvanized.....		
Bronze Genuine, per doz.....			PICTURE NAILS.			Terms, 4 mos. or 3 per cent. cash 30 days.			Coopers', discount 45 per cent.		
Shutter, porcelain, F. & L.			Porcelain head, per gross.....			RIVET SETS.			Poultry netting staples, 40 per cent.		
screw, per gross.....			Brass head,.....			Canadian, dis. 35 37 1/2 per cent.			STOCKS AND DIES.		
White door knob—per doz.			PLANES.			ROPE, ETC.			American dis. 25 p.c.		
HAY KNIVES.			Wood, bench, Canadian dis. 50 per cent.			7-16 in. and larger, per lb. 8 1/2			STONE.		
LAMP WICKS.			American dis. 50.			3/8 in. 9 1/2			Washita.....		
Discount, 60 per cent.			Wood, fancy Canadian or American, 37 1/2			1/2 and 5-16 in. 11			Hindustan.....		
LANTERNS.			Bailey's (Stan. E. & L. Co.), 50 to 50 and 5 p.c.			Cotton base, 1/2-inch and			slip,.....		
Cold Blast, per doz.....			Miscellaneous, dis. 25 to 27 1/2 per cent.			larger.....			Labrador.....		
No. 3 "Wright's".....			Bailey's Victor, 25 per cent.			Russia Deep Sea.....			Axe.....		
Ordinary, with O burner.....			PLANE IRONS.			Lath Yarn.....			Turkey.....		
Dashboard, cold blast.....			English, per doz.....			New Zealand Rope.....			Arkansas.....		
No. 0.....			English, per doz.....			RULES.			Water-of-Ayr.....		
Japanning, 50c. per doz. extra.			PLIERS AND NIPPERS.			Boxwood, dis. 75 and 10 p.c.			Seythe, per gross.....		
LEMON SQUEEZERS.			Button's Genuine per doz pairs, dis. 37 1/2			Ivory, dis. 37 1/2 to 40 p.c.			Grind, per ton.....		
Porcelain lined.....			40 p.c.			MRS. POTTS, No. 55, polished.....			STOVE PIPES.		
Galvanized.....			Button's Imitation, per doz.....			No. 50, nickle-plated.....			Neatly in crates of 25 lengths.		
King, wood.....			German, per doz.....			SAND AND EMERY PAPER.			6 inch Per 100 lengths.....		
King, glass.....			Impression work, discount, 60 per cent.			Dominion Flint Paper, 47 1/2 per cent.			7 inch.....		
All glass.....			Fuller's work, discount 65 per cent.			B & A sand, 40 and 2 1/2 per cent.			Stove Polish.		
LINES.			Rough stops and stop and waste cocks, dis-			Emery, 40 per cent.			Enameline		
Fish, per gross.....			count, 60 per cent.			SAP SPOUTS.			No. 4-3 dozen in case, net cash.....		
Chalk.....			Jenkins' disk globe and angle valves, dis-			Bronzed iron with hooks, per doz.....			No. 6-3 dozen in case, ".....		
LOCKS.			count, 55 per cent.			SAWS.			TACKS BRADS, ETC.		
Canadian, dis. 33 1/2 p.c.			Standard valves, discount, 60 per cent.			Hand, Disston's, dis. 12 1/2 p.c.			Strawberry box tacks, bulk.....		
Russell & Erwin, per doz.....			Jenkins' radiator valves discount 55 per cent.			S. & D., 40 per cent.			Cheese-box tacks, blued.....		
Cabinet.			Jenkins' standard, dis., 60 p.c.			Crosscut, Disston's, per ft....			Trunk tacks, black and tinned.....		
Eagle, dis. 30 p.c.			Quick opening valves, discount, 60 p.c.			S. & D., dis. 35 p.c. on Nos. 2 and 3.			Carpet tacks, blued.....		
English and Am., per doz.....			No. 1 compression bath cock.....			Hack, complete, each.....			" " tinned.....		
Scandinavian, ".....			No. 4.....			" frame only.....			" " (in kegs).....		
Eagle, dis. 15 to 17 1/2 p.c.			No. 7, Fuller's.....			SASH WEIGHTS.			Cut tacks, blued, in dozens only.....		
MACHINE SCREWS.			No. 4 1/2.....			Sectional, per 100 lbs.....			" weights.....		
Iron and Brass.			POWDER.			Solid,.....			Swedes, cut tacks, blued and tinned—		
Flat head, discount 25 p.c.			Velo Smokeless Shotgun Powder.			SAW SETS.			In bulk.....		
Round Head, discount 20 p.c.			100 lb. or less.....			B. S. & M. Scales, 45 p.c.			In dozens.....		
MALLETS.			1, (00) lb. or more.....			Champion, 65 per cent.			Swedes, upholsterers', bulk.....		
Tinmiths', per doz.....			Net 31 days.			Fairbanks Standard, 35 p.c.			" brush, blued & tinned, bulk.....		
Carpenters', hickory, per doz.....			PRESSED SPIKES.			" Richelieu, 55 p.c.			" japanned.....		
Lignum Vitae, per doz.....			Discount, 25 per cent.			Chatillon Spring Balances, 10 p.c.			Zinc tacks.....		
Gaulking, each.....			PULLEYS.			SCREW DRIVERS.			Leather carpet tacks.....		
MATTOCKS.			Hothouse, per doz.....			Sargent's, per doz.....			Copper tacks.....		
Canadian, per doz.....			Axle.....			WOOD, F. H., iron, and steel, 80 p.c.			Copper nails.....		
MEAT CUTTERS.			Screw.....			Wood R. H., brass, dis. 75 p.c.					
American, dis. 25 to 30 p.c.			Awning.....			Wood R. H., dis. 67 1/2 p.c.					
German, 15 per cent.			PUMPS.			" F. H., bronze, dis. 67 1/2 p.c.					
MILK CAN TRIMMINGS			Canadian cistern.....			" R. H., dis. 62 1/2 p.c.					
Discount, 25 per cent.			Canadian pitcher spout.....			SCREWS.					
NAILS.			Saddlers', per doz.....			Wood F. H., iron, and steel, 80 p.c.					
Quotations are:			Conductors', ".....			Wood R. H., brass, dis. 75 p.c.					
2d. and 3d.....			Tinners' solid, per set.....			Wood R. H., dis. 67 1/2 p.c.					
3d.....			" hollow, per inch.....			" F. H., bronze, dis. 67 1/2 p.c.					
4 and 5d.....			RANGE BOILERS.			" R. H., dis. 62 1/2 p.c.					
6 and 7d.....			Galvanized, 30 gallons.....			Drive Screws, 80 per cent.					
8 and 9d.....			" 40 ".....			Bench, wood, per doz.....					
10 and 12d.....			" 35 ".....			" iron.....					
16 and 20d.....			Copper, 30 ".....								
30, 40, 50 and 60d. (base).....			" 40 ".....								
Steel Cut Nails 10c. extra.			Discount off Copper Boilers 10 per cent.								
Miscellaneous wire nails, dis. 70 per cent.											
Coopers' nails, dis. 30 per cent.											
Flour barrel nails, dis. 25 per cent.											
NAIL FULLERS.											
German and American.....											

No. 4-3 dozen in case, net cash.....	\$4 90
No. 6-3 dozen in case, ".....	8 40
TACKS BRADS, ETC.	
Strawberry box tacks, bulk.....	75 & 10
Cheese-box tacks, blued.....	80 & 12 1/2
Trunk tacks, black and tinned.....	80 & 5
Carpet tacks, blued.....	80 & 1 1/2
" " tinned.....	80 & 1 1/2
" " (in kegs).....	4 1/2
Cut tacks, blued, in dozens only.....	75 & 1 1/2
" weights.....	75 & 1 1/2
Swedes, cut tacks, blued and tinned—	
In bulk.....	
In dozens.....	
Swedes, upholsterers', bulk.....	
" brush, blued & tinned, bulk.....	70
" gimp, blued tinned.....	
" japanned.....	
Zinc tacks.....	
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails.....	52 1/2

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Clout nails, blued and tinned65 and 5
Chair nails35
Cigar box nails35
Patent brads40
Fine finishing	.....40
Picture frame points	.....10
Lining tacks, in papers	.....15
" " in bulk	.....75
" " solid heads, in bulk	.....15
Saddle nails in papers	.....10
" " in bulk	.....15
Tufting buttons, 22 line, in dozens only	.....60
Tin capped trunk nails15
Zinc glazier's points5
Double pointed tacks, papers90 and 10
" " bulk40

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English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

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Game, H. & N., P. S. & W., 65 p.c.
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Disston's discount 10 per cent.		
German, per doz.	4 75	6 00
S. & D., discount 35 per cent.		

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Wrapping, mottled, per pack	0 50
Wrapping, cotton, per lb	0 17
Mattress, per lb.	0 33
Staging, "	0 27
Broom, "	0 30

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Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb.	0 12	0 13
Pipe, each	5 50	9 00
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20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
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oiling, 10c.—special hay-baling wire, 30c.
—spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
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Fine Steel Wire, dis. 15 per cent.

List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$5. Coppered, 5c.—oil-
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100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

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\$4.50—No. 15, \$5.00—No. 16, \$5.25.

Clothes Line Wire, 19 gauge,
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Galvanized 2 barb, 4 and 6	inches apart	3 00
Galvanized, plain twist	3 60
Galvanized barb, f.o.b. Cleveland,	\$2.85 in	3 25
carlots, and \$2.95 in less than carlots.		
Terms 60 days or 2 per cent. in 10 days.		
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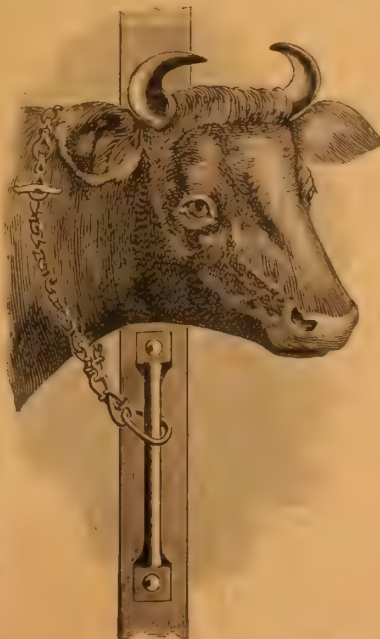
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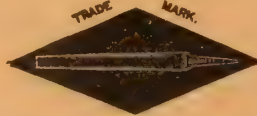
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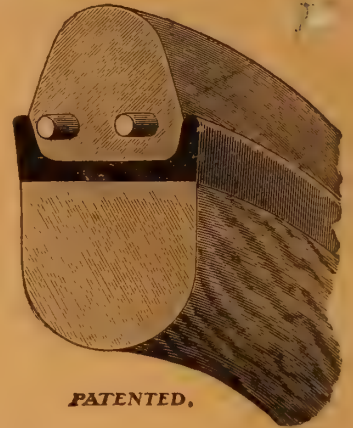
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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, SEPTEMBER 29, 1900.

NO. 39

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The Most Economical.
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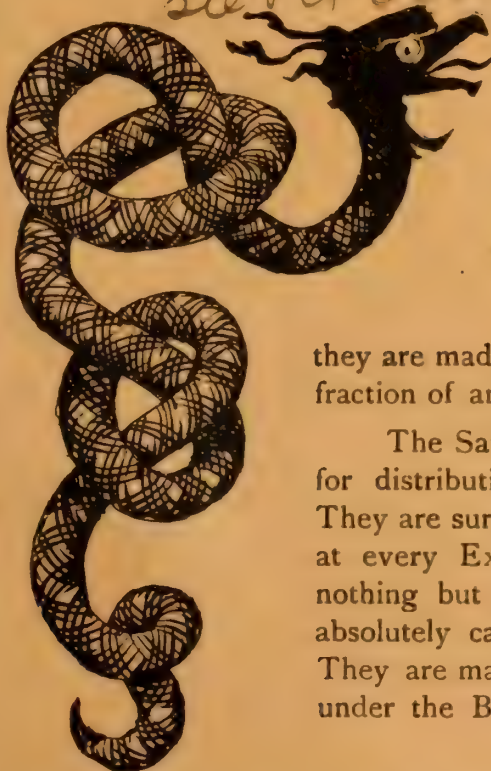
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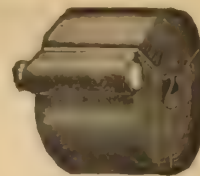
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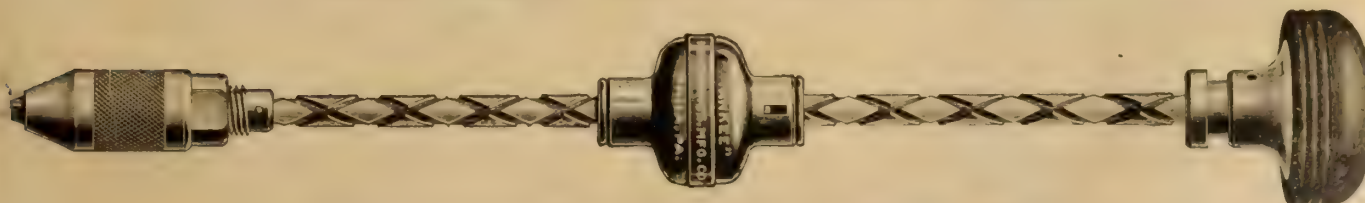
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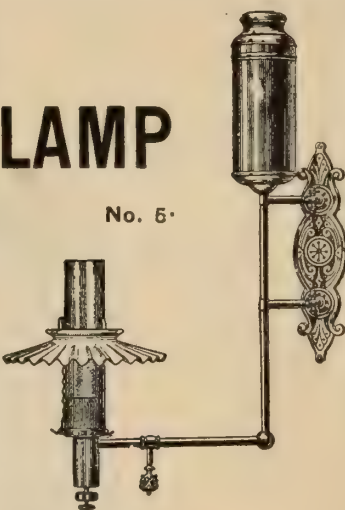
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Canada Horse Nail Company

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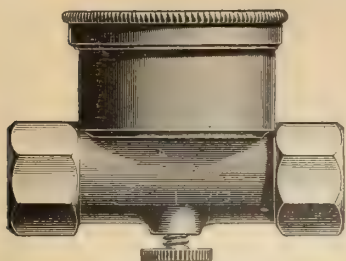
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Peebles' Automatic Gas Governors



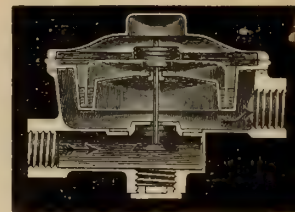
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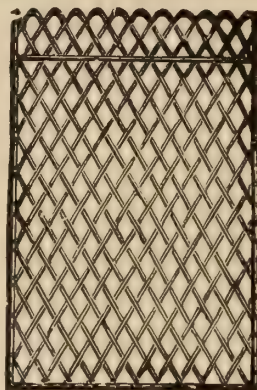
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PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

RETAIL HARDWARE ASSOCIATIONS.

THE retail hardware merchants of Montreal are to be congratulated upon the formation of their organization.

It is no mere platitude to say that it fills a long-felt want. Retail hardwaremen in other cities and towns should follow the example of their Montreal confreres.

There are many things which such an association can do for its members, but the first and foremost object of all such organizations should be the promotion of good-fellowship among those engaged in the retail hardware trade. Fortunately, it is not only the most desirable, but it is also the most feasible. And it is certainly the centre from which must radiate all success-

ful schemes a retail hardware or any other association undertakes.

There may be rules and regulations as binding as language and penalties can make them, but they will be abortive unless those in the trade have confidence in each other. And where there is not good fellowship there cannot be confidence.

The Wholesale Hardware Association is a standing example of this. Up to the formation of that organization, a couple of years ago, if there was one quality that was marked by its absence among the members of the wholesale hardware trade it was confidence. After the few meetings the members of that organization have had, a marked change has taken place. Each member has learned that the other is not such a bad kind of fellow after all, and that he is just as desirous of employing fair methods in doing business as he is himself. And with the realization of this comes, of course, confidence.

The cutting of prices and many other bad forms of business practice will decrease in both the retail and wholesale trade, not as rules are created to prevent them, but as the merchants engaged therein know each other better and trust each other more.

THE STOVE AND FURNACE TRADE.

A decidedly active trade has developed in stoves and furnaces. Almost every dealer wants delivery to be made at once, and shipments are being freely made.

Manufacturers are rather surprised at business opening up so briskly just now, for not only has the stove and furnace trade been a large one during the past two years, but the season is opening up two or three weeks earlier than usual.

Although the foundries have been kept busy during the year, stocks are already becoming depleted, and in several staple lines some at least of the largest manufacturers are completely cleaned out at the moment.

EXPORTS OF BRITISH HARDWARE TO CANADA.

THE recently issued trade returns of Great Britain for the eight months ending August 31 last show a further increase in the exports of several lines of hardware and metal to Canada.

In unenumerated hardware the value of the exports to Canada for the period named was £18,468, compared with £13,170 last year for the same period. Cutlery was £41,249, against £33,766; iron, £7,964, against £2,693; tinplates, £11,506, against £10,589.

Exports of railroad iron to Canada fell off, the figures being £13,082 for the eight months in 1899 and only £7,325 during the same period this year. A slight falling off is also to be noted in galvanized sheets, the figures being £2,636 for last year, and £2,275 for this year.

Galvanized sheets are one of the lines in the supplying of which the United States seems destined to supplant the English manufacturer as far as the Canadian market is concerned. The duty on galvanized iron is only 5 per cent. under the general tariff. Consequently, the preferential tariff of one-third the duty does not materially help the British manufacturer. And the very slight advantage the tariff gives is more than discounted by the nearness of the United States manufacturer as compared to the British manufacturer.

SIX MONTHS OF PIG IRON MAKE IN CANADA.

THE American Iron and Steel Association of the United States has been collecting data in regard to the output of pig iron in Canada during the first six months of 1900. The quantity, according to that authority, was 45,234 gross tons. "The total production in the whole of 1899," continues the report, "amounted to 94,077 tons, against 68,755 tons in the whole of 1898."

According to the statistics which **HARDWARE AND METAL** collected and published in May last, the production of pig iron in Canada during 1899 was 101,000 tons.

The report states that of the production of pig iron during the first half of the present year one-sixth was made with charcoal as fuel, the remainder being produced with coke alone.

In the first half of 1900 Canada produced both Bessemer and basic pig iron, two companies manufacturing Bessemer pig iron and one company manufacturing basic pig iron. The production of Bessemer pig iron was about one-third of the production of basic pig iron.

Neither spiegeleisen nor ferromanganese was produced in Canada during the first half of 1900, the Mineral Products Company, of Hillsboro', New Brunswick, having given up its lease of the Bridgeville furnace, at Bridgeville, Nova Scotia. The furnace was blown out in November, 1899. This company will confine its operations to the production of manganese ore. The furnace was idle from November 1899, to June 30, 1900.

The unsold stocks of pig iron in Canada on June 30, 1900, in the hands of manufacturers or their agents, none of which was intended for consumption by the manufacturers, and all of which was for sale, amounted to 13,672 gross tons, against 9,932 tons on December 31, 1899.

The number of completed blast furnaces in Canada on June 30, 1900, was 9, of which 4 were in blast and 5 were out of blast. On December 31, 1899, there were also 4 furnaces in blast and 5 out of blast. Of the total number of furnaces in Canada, 4 use coke as fuel, 4 use charcoal, and one used charcoal and coke when last running.

"We learn from the Dominion Iron &

Steel Company," continues the report, "that it expects to have its No. 1 blast furnace completed and ready to blow in about November 1. Its No. 2 furnace will be ready for operation early in 1901. It is not likely that its No. 3 and 4 furnaces will be completed and blown in before March 1, and May 1, 1901, respectively. The open-hearth steel furnaces of the company are expected to be completed and ready for operation by July 1, 1901."

John McDougall & Co., of Montréal, Canada, had one of their two furnaces at Drummondville in operation for a short time during the first six months of the present year. Both furnaces were idle on June 30. The firm may blow in one of its stacks soon after the opening of the new year.

The Canada Iron Furnace Co., Limited, expects to have its new furnace at Midland, Ont., completed, and in operation about October 1. The furnace will have a daily capacity of about 150 gross tons of foundry iron. Coke will be used for fuel.

The charcoal furnace of the Canada Iron Furnace Co. at Radnor Forges, in the Province of Quebec, was operated for about 17 weeks during the first six months of 1900. The furnace was in operation on June 30 last.

The blast furnace at Hamilton was running for the whole of the first six months, and closed down a few weeks ago, it will be remembered, for repairs.

The two blast furnaces of The Londonderry Iron Co., Limited, of Londonderry, Nova Scotia, were idle during the whole first half of 1900.

The Deseronto Iron Co., Limited, of Deseronto, Ont., had its charcoal furnace in blast for 23 weeks during the first half of the present year.

The blast furnace of The Nova Scotia Steel Co., Limited, at Ferrona, Nova Scotia, was in operation for 26 weeks during the first six months of 1900.

TO INSPECT TORONTO ELEVATORS.

The Toronto City Council has at last taken steps to lessen the number of elevator accidents in that city. Of late, the number of these accidents has been larger than usual, as a result of which, a special meet-

ing of a sub-committee of the Property Committee of the Council was held on Monday to consider the matter.

It was proposed to pass a by-law requiring a license to be taken out for an elevator, and, that a fee be imposed to cover the cost of inspection, but action was deferred to secure information from 12 of the principal cities of the United States re their systems of elevator inspection.

It is to be hoped that now the attention of the Council has been directed to this matter, that it will not be permitted to drop. And, furthermore, some action should be taken to prevent incompetent men being placed in charge of passenger elevators. It does not take long to learn how to run an elevator, but there should be a provision in the by-law bearing on the matter, preventing inexperienced men from shattering the nerves, if not endangering the lives, of passengers, while they are getting their experience.

COMPETITION IN ADVERTISING.

THE discussion regarding the merits and demerits of the Toronto Exhibition, which has been carried on in the daily press of that city, has served to emphasize a point which retailers as well as manufacturers may well consider.

On Tuesday this week, in a rational letter to one of the city dailies, Mr. R. W. Elliott, one of the members of the board, in reviewing the causes which have led to the falling off in the number of exhibits of large manufacturing establishments, stated that one of the chief difficulties of the board in securing such exhibits has arisen "from the competition of the newspapers, because manufacturers somehow have got the belief that newspaper advertising produces more immediate results than any other form."

In replying to this letter, Mr. J. O. Thorn, manager of the Metallic Roofing Co., and one of the shrewdest advertisers in Canada, asks "how many manufacturers there are in Canada, and how many of them advertise, for instance, in the leading papers published in Toronto?"

If, then, it is not the daily paper to whom the manufacturer looks for results from his advertising, where is it? A glance through almost any up-to-date trade paper will

answer this query in a most conclusive manner.

The manufacturers, as well as the wholesale dealers of Canada, have come to know that the trade paper, with an influence extending through every Province in the Dominion, and reaching the very people through whom his goods reach the public, is the best and most profitable medium of advertising open to him.

THE COAL SITUATION.

THE continuance of the Pennsylvania coal strike and the consequent stoppage of the delivery of coal from the mines affected is beginning to interfere with the anthracite coal trade in Ontario.

The large wholesale dealers, who all do a retail business as well, have quit selling, except in the retail way and, as a rule, have as much as they can do to cope with this trade, as their stocks when the strike started were little, if any, greater than usual at this season, and, as the consumers have been excited by the reports of possible famine, they are sending in orders with unusual activity.

The smaller dealers scattered throughout the country are in much the same condition. Their stocks are about as usual at the time of year, but their orders are much larger. Some, in fact, have been practically bought out already, and are seeking everywhere for further supplies. Where they will get them unless the strike is settled, is hard to say.

The retail price in Toronto has been raised \$1 since the strike began, making the price now \$6.50 per ton.

PRICE OF ICE CREAM FREEZERS.

Price lists to the wholesale trade for next season's ice cream freezers are now out. There is practically no change as compared with the year just closed.

DECLINE IN COIL CHAIN.

Another reduction is announced in the quotation of coil chain. It is the result of a decline in the figures of the manufacturers of the United States, and is about \$5 per ton.

Jobbers prices in Canada to the retail trade now rule as follows, according to quality, etc.:

1/2 inch.....	\$7 50 to \$8 00
5/16 ".....	4 75 " 5 10
3/8 ".....	4 25 " 5 00
7/16 ".....	4 00 " 4 25
1/2 ".....	3 75 " 4 00
5/8 ".....	3 50 " 3 75
3/4 ".....	3 25 " 3 50
7/8 ".....	3 25 " 3 50
1 ".....	3 15 " 3 25

Very little business is being done in coil chain and not much interest has been excited by the decline.

MONTREAL RETAIL MERCHANTS ORGANIZE.

MONTREAL retail hardware merchants spent a very profitable hour Wednesday evening, September 19, when they met in the Monument National and passed the following resolution:

At a meeting of the retail dealers in hardware and paints of the city of Montreal, assembled here to-night for the protection and advancement of their interests, it is resolved to form an association to be known as "The Association of Retail Dealers in Hardware and Paints of the City and District of Montreal."

In these days of corporate unity the passing of such a resolution does not appear to be very striking, but, when it is taken into consideration that the oldest retail hardware citizen does not remember the formation of any similar organization in Montreal, the importance of the meeting and of the success it achieved may be immediately recognized.

Efforts to have such a meeting called have been put forth for some time by Messrs. Francois Martineau, A. Prudhomme and L. J. S. Surveyer, and all credit is due these gentlemen, and those who assisted them, for the good that has been done the Montreal hardwaremen as a body. That they have been earnest in their endeavors was evidenced on Wednesday night by the enthusiasm that pervaded the meeting. Out of about 90 retail hardwaremen in the city, over 60 were present. This fact augurs well for the ultimate success of the organization.

Speeches were made by Messrs. Francois Martineau, Drysdale, Prudhomme, Surveyer, Milne and others, who impressed upon those present the need of a retail hardware association and the benefit that would accrue from its existence. Not a dissenting voice was raised.

It will be the main endeavour of the association to come to an understanding with the wholesalers and manufacturers in regard to the selling to retailers. It is claimed that if a carpenter wants two or three hammers, if a public institution wants a supply of goods, or if anyone wants a moderate quantity of hardware for consumptive purposes, it may be bought directly from some of the wholesalers or manufacturers. The latter claim they place retail prices on such goods, but the retailer claims they should not be supplied at all, for he thus loses a profit, which goes to the wholesaler.

It is hoped that combined effort will lead to an understanding satisfactory to both parties concerned.

It is not the purpose of the association to pursue the Wholesale Hardware Association.

The retailer realizes that the wholesaler performs legitimate functions, but he does not wish his own territory trespassed upon. Nor, if aided by the retailer, does the jobber or manufacturer wish to exceed a legitimate wholesale trade. And thus there is opportunity for mutual understanding. That the relations of the two confraternal organizations will be friendly is proven by the fact that in the newly-formed organization are several small jobbers who are taking the lead in the movement.

The speakers of the evening also drew attention to the cutting of prices by the departmental stores. It may be that some arrangement can be arrived at to stop this. At all events, the association has a large field in which to operate. Friendly meetings, engendering mutual confidence, can do much in themselves.

The following officers were elected:

President—Francois Martineau.
1st Vice-President—D. Drysdale.
2nd Vice-President—L. J. S. Surveyer.
Treasurer—A. Prudhomme.
Secretary—Arthur Magnan.
Corresponding Secretary—F. C. Lariviere.
Committee—J. E. Millen, E. Belanger, E. Kavanah, E. Lecour, Jos. Deforges, Med. Martineau, J. C. Beland, G. Prudhomme, M. Granger, J. H. A. Sylvestre, O. Cauchon, and R. Kerr.

This committee is at work drafting a constitution, and everyone concerned is enthusiastic.

Mr. Arthur Magnan, the energetic secretary, was asked by *HARDWARE AND METAL* as to how the work of organization was proceeding. He answered: "Everything is in first-class shape and we had over 60 at our first meeting; all the leading spirits in the business are interested, and we expect to induce every hardwareman in the city to join the association."

A POPULAR MERCHANT MARRIES.

The trade in general will be pleased to hear of the marriage of Mr. Geo. A. Stewart, of the firm of D. Stewart & Son, general merchants, Thistletown, who was on Thursday united in wedlock to Miss Helen E. Riley, youngest daughter of Mr. William Riley, of Emery. The ceremony was performed by the Rev. E. C. Laker, of Toronto. The bride was assisted by Miss Helen Riley (sister of the bride) and Miss Laura Wallace, of Woodbridge, while the groom was supported by Dr. J. E. King, of Thistletown. The guests numbered about 60. The presents were numerous and costly.

Mr. and Mrs. Stewart left on Friday morning for a short trip through the Western States, touching Chicago and Detroit before returning.

A NEW DISEASE.

W. L. ALDEN, whose quaint journal is the despair of the young lions of Fleet street, tells us that a new disease has been discovered, says Hardwareman. It is a wall-paper disease, and appears to be prevalent and bearing in its train disastrous results. The first symptoms of the wall-paper disease are shown when the patient becomes aware of human faces upon the wall-paper designs as he lies in bed of a morning. This seems to amuse him, and he begins to search for other faces. New faces by and by make their appearance, and in course of time they become more and more gruesome, until finally demons and horrible snake like animals are seen upon the wall. Then sleep forsakes him, and after a while he becomes a raving maniac. We confess we have never heard of this disease before, and we are not disposed to be convinced because it is vouched for by an American physician. On the other hand there are so many ugly wall-paper designs everywhere to-day that we are not surprised if they do drive some people crazy. The bearing of these remarks lies in its application. There are plenty of hardwaremen who sell wall-papers, and we are constantly being asked to recommend wall-paper manufacturers, notwithstanding the existence of the Trust. What requires to be done now is for every hardwareman to call the attention of his customers to this dreaded wall-paper disease, and point out with the strongest possible emphasis that the only way this disease can be avoided is by dealing at the right shop, where the designs are beautiful and soothing, that shop naturally being the one owned by the afore-said hardwareman.

MR. BANTA'S NEW POSITION.

H. J. Banta has accepted a position as superintendent of agencies with the Iver Johnson's Arms & Cycle Works, succeeding L. C. Osborne, resigned. Mr. Banta is well known in the trade, having been connected with the Remington people, and more latterly with the Watham Manufacturing Co.

A NEW FIRE PROOF MATERIAL.

A new fireproof substance, called gypsine, has recently been officially tested in England, with remarkable results, according to reports from that country. Its composition is plastic hydraulic lime, coke or sand and asbestos compressed into bricks. To test its fire-resisting properties a partition 10 feet long and 7 feet 9 inches wide was built of gypsine bricks laid in hydraulic mortar, with joints $\frac{1}{4}$ inch thick. The side of this partition, which was erected in the

test hut, after having been coated with a thin layer of fireclay, was exposed to the action of fire for the space of one hour, during which time the temperature rose to 2,050 degrees F. This tremendous heat was powerless against the gypsine bricks, and all through the test the temperature of the outer surface of the partition was never once so high as to cause a match to ignite upon it.

BUSY LITTLE BELGIUM.

BELGIAN competition is a thing so frequently met with in the world's markets in these days that it has become almost as familiar as that of Germany. How rapidly Belgian industry has developed appears from some figures given by Mr. Raikes, Secretary of the Legation at Brussels, as to the progress of Belgian commerce since Belgium became a kingdom in 1830 :

	1831. Francs.	1898. Francs.
Imports	98,000,000	3,271,000,000
Exports	104,000,000	3,019,000,000
Total	202,000,000	6,290,000,000

It is noticeable that Belgium's imports from the United Kingdom, amounting to 312,000,000 francs, show an increase of 10 per cent., while her exports to the United Kingdom, amounting to 360,700,000 francs; show an increase of 18 per cent. on the figures for 1898.

Belgium holds the seventh place among the countries of the world, arranged according to the total value of their "special commerce," in 1898, but if these countries are arranged according to the value of such commerce per head of the inhabitants, Belgium occupies the first place in the world, with 574 francs per head; United Kingdom following with 480 francs; Germany, 211; France, 207; United States, 129; Austria, 92; Italy, 83, and Russia, 40.

In 1880, there were 164 coal mines which were being worked, and in 1898 only 114, but, notwithstanding this decrease, the annual production has increased from 16,886,698 tons in 1880 to 22,088,335 tons in 1898.

The following table show the movement in iron and steel industries since 1880 :

	Number.		Production.	
	1880.	1898.	1880. Tons.	1898. Tons.
Blasting furnaces ..	57	53	608,084	979,755
Iron factories.....	411	382	493,326	917,814
Steel factories.....	18	43	234,824	1,221,251

Since 1880 there has been a great decrease both in the production and value of the produce in the metal mines of Belgium (iron, lead, plumbago, calamine, etc.). The only exception is manganese.

Alex. Watson, jr., intends starting as tinsmith and stove dealer in Woodstock, Ont.

CREDIT IS LENDING.

FEW customers who come asking to buy on credit realize that they are borrowing money, says Business Topics. Neither does the merchant usually appreciate the fact that he is actually lending money when he grants the credit asked for.

This is the great error of the credit system, and is responsible for much of the vexation and loss which it causes.

Should a customer call upon a tradesman and request the loan of money the latter would hesitate. And yet he seems to think that to let him have credit for goods is another proposition altogether. Goods and money are the same thing. That is to say, whenever credit is extended to a customer it is the actual equivalent of lending that customer so much money.

Before a merchant would lend a customer money he would speak of security, of a fixed time for payment, and compensation for the use of the money. The merchant would inquire as to the ability of the borrower to keep his contract and make his payment as agreed. He would not accept prosperous appearances and fair promises as security. He would seek to know if his borrower was really the man he seemed to be.

Let the same individual ask for goods on credit and none of the safeguards demanded for the loan of money are required. The goods are handed out and charged on account for an indefinite pay-day for the most part. There is the expense and time to be spent in collecting, and many calls often required to secure payment even on the instalment plan, as it were.

It is strange that merchants will grant credit in many instances where they would not lend money under any circumstances. They go on doing this with a multitude of people until they have booked their capital and its legitimate earnings, and wasted their period of labor and endeavor.

If the view here presented as to credit could be adopted, little or nothing would be heard of bad debts.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of D. A. Murray, general merchant, Dunvegan, Ont., will be held on October 1.

Assignment has been demanded of Wm. Rodden & Co., founders, Montreal.

H. Lamarre has been appointed curator of Mrs. H. Lessard, general merchant, Ste. Ursule, Que.

A meeting of the creditors of Alex. A. Stewart, tinsmith, Glen Robertson, Ont., has been called.

Gagnon & Caron have been appointed curators of James Johnston, hardware dealer, Montreal.

John Hyde and R. Elliott have been appointed joint curators of Thomas Figsby, general merchants, Hemmingford, Quebec.

PARTNERSHIPS FORMED AND DISSOLVED.

J. Desrochers & Fils, blacksmiths, Montreal, have dissolved.

Partnership has been registered by Olmstead & Boright, general merchants, Sutton, Que.

Partnership has been registered by Beauchemin & Demers, painters, Shawenegan Falls, Que.

Moreau & Beaudreau, general merchants, Strathcona, N.W.T., have dissolved, David Moreau continuing.

Ledoux & Burgoyne, general merchants, McCreary, Man., have dissolved, Wilfrid Ledoux continuing alone.

Goodhue & Moore, hardware dealers, etc., Port Stanley, Ont., have dissolved, W. H. Goodhue continuing.

SALES MADE AND PENDING.

P. Casey, blacksmith, Campbellford, Ont., is advertising his business for sale.

J. Lund, general merchant, Berkeley, Ont., is advertising his business for sale.

A. H. Matatall, sawmiller, West Tatamagouche, N.S., is offering his mill for sale.

The assets of A. Vaillancourt, general merchant, St. Julienne, Que., are to be sold.

I. F. McDormand, blacksmith, Great Village, N.S., is advertising his business for sale.

The stock of A. R. Hudon, general merchant, Hebertville, Que., has been sold at 40½c. on the dollar.

The business of Jos. Pelletier, general merchant, St. Samuel de Gayhurst, Que., is advertised to be sold on October 3.

The stock of Frederick Leighton, general merchant, Courtenay, B.C., has been sold at 52c. on the dollar to Joseph McPhee & Son.

W. G. Johnson, hardware dealer, Rat Portage, Ont., has sold his stock at 60c. on

the dollar to J. K. Ross, and his book accounts at 19c. on the dollar.

CHANGES.

J. H. Robinson & Co.'s general store at Peterboro', Ont., is closed.

F. G. Dares has resumed business as grocer in Dartmouth, N.S.

James Dickson, blacksmith, Rosebank, Man., has sold out to James Law.

Robert Muir, blacksmith, Morden Man., has been succeeded by George Sillers.

Mr. Hemmill, blacksmith, Weyburn, N.W.T., has sold out to O. H. Peacock.

H. Bingham, general merchant, Crysler, Ont., has sold out to Jardine & Snetsinger.

R. H. Sample, blacksmith, Sheet Harbor, N.S., is about starting in the lumber business.

Dame Angeliva Lemay has registered as proprietress of Douville & Co., general merchants, St. Jean des Chaillons, Que.

The stock of The Dodge & Dennison Co., Limited, grocers and hardware dealers, Kentville, N.S., has been sold to B. H. Dodge.

FIRES.

James Kerr, sawmiller, Cold Brook, N.S., has been burned out.

The Galt Trunk Manufacturing Co., Galt, Ont., have been burned out; partially insured.

D. J. Shanahan, wagonmaker, etc.,

Penetanguishene, Ont., has been burned out; partially insured.

DEATHS.

J. A. Gauthier, blacksmith, Buckingham, Que., is dead.

Aime Boily, carriage dealer, Chicoutimi, Que., is dead.

John Harris, coal and wood dealer, Hamilton, Ont., is dead.

Dingee Scribner, dealer in fishing rods, etc., St. John, N. B., is dead.

DEATHS.

Duncan McDonald, general merchant, Stake Road, N.S., is dead.

MARLBANK CEMENT WORKS BURNED.

The works of the Caledonian Portland Cement Company, located at Marlbank, Ont., about 16 miles from Tweed, were almost completely destroyed by fire on Tuesday morning. The only portion of the plant left standing is the kiln house, which was built of stone, the rest of the property being of wood. The loss is placed at \$60,000, but it is well covered by insurance. About 150 men are thrown out of work, and the supply of Canadian Portland cement will be curtailed by 500 barrels per day until the works are rebuilt. It is thought they can be erected in about three months. The new buildings will be of brick and stone.

2 Chemin de la Montagne 31-7

True Bargain Hunters

look first at quality, second at price. It's "how good" not "how cheap" with them.

The man who wants to get the most for his money isn't the man who tries to pay the least. Good paint costs more than poor paint by the gallon, but in good paint you get service, beauty and covering capacity way beyond the difference in price.

THE SHERWIN-WILLIAMS PAINT

is the best paint bargain on the market, and dealers who realize this and push S.-W. P. persistently are constantly increasing their trade.

Hammering away at the merits of S.-W. P. quality makes business and reputation. Write to us for our methods.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND. CHICAGO. NEW YORK. MONTREAL. BOSTON. TORONTO. SAN FRANCISCO. KANSAS CITY.

A CHAIN-CASTING MACHINE.

A RECENT patent, according to an exchange, has been granted to an Englishman for a casting apparatus for cables such as are used on board ship, as anchor cables, mooring cables and the like, and it has mainly for its object to provide an apparatus by which such cables can be made by casting links of steel one into another.

According to the method of manufacturing chain from links and cables, the links are made of circular form and subsequently pressed or forged to the desired elliptical shape, with the usual stud or strut fitted in them, and, after this, they may be annealed or treated to any of the well-known processes to which steel is subjected. The chain or cable is made up of links in which a cast link is cast within another link—say, at the end of a piece of completed cable—or within that link and another separately-made link. In the latter case, when the cast link is formed, two links are added on to the cable. A link-casting apparatus, when ready to receive the molten metal for the formation of a link, comprises a body or base having covers on the upper side and secured thereto by hinges at their outer ends. A gap extends laterally through the base or body, and in which the existing link or links rest during the operation of casting fresh links, and a space equivalent to the gap is provided between the two inner ends of the covers, and through which a part of the existing link or links extend, the molds fitting or resting partly in the body and partly in the cover in chambers or recesses formed by the two.

A runner is provided in one of the covers for conveying the molten metal to the mold or lining material which is made up of four semi-cylindrical pieces, two of which when placed end to end form the upper half of the lining or mold while the other two similarly placed together form the other half of it.

To place the sand molds or lining-segments in the metal box, the covers are thrown up off the base, and the link or links to and through which a new link is to be cast, being placed in position in the gap, the mold segments are placed properly in position in the chambers or recesses. Then the covers are moved down over the molds or lining, and the whole apparatus is then ready to receive a charge of molten steel. In this condition the mold will thus bridge or span the gap and lie within the link or links, as the case may be, to which the new link is to be added.

NEEPAWA'S TAX ON TRAVELERS.

Daniel Corrie, writes: "What class of men can it be who manage the affairs of Neepawa. There must, indeed, be need of

'a change,' if they seriously think of taxing commercial travelers. Might as well compel their merchants to have only one window in their shops.

"The traveler who understands his business is an important and necessary person to the merchant."

The following is from The Neepawa

Register of a recent date: "The Winnipeg papers are telling us that the commercial men are going to boycott Neepawa on account of a \$25 license. The genuine 'commercials' need not get alarmed; we're not after them. It's the 'snide commercials,' who, posing as wholesalers, transact a retail business to the detriment of local houses, that will have to whack up—or stay out."

The
**Iver
Johnson**

Safety Hammer
and Hammerless

**AUTOMATIC
REVOLVERS**

ARE THE BEST FOR

POLICE, HOUSE or POCKET USE.

ACCIDENTAL DISCHARGE IS IMPOSSIBLE.

They **CANNOT** be discharged by catching the hammer in clothing, etc., the trigger **MUST BE PULLED IN THE REGULAR WAY TO EXPLODE CARTRIDGE**

SEND FOR DESCRIPTIVE CATALOGUE.

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—361 Main St.

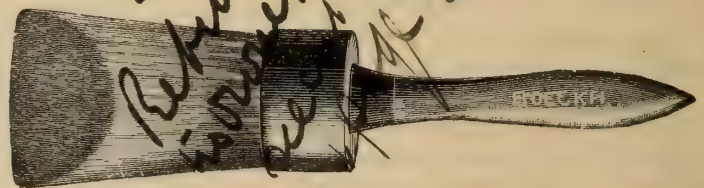
FITCHBURG, Mass.



DO YOU

Explain to your customers that the best article is the cheapest in the end?

This is especially so with



**BOECKH'S
PAINT BRUSHES.**

They are made of the best materials and wear much longer than the cheaper, just as good article. "Satisfaction to a customer" is one of your best advertisements.



**80 York
Street
TORONTO.**

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY.

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE.

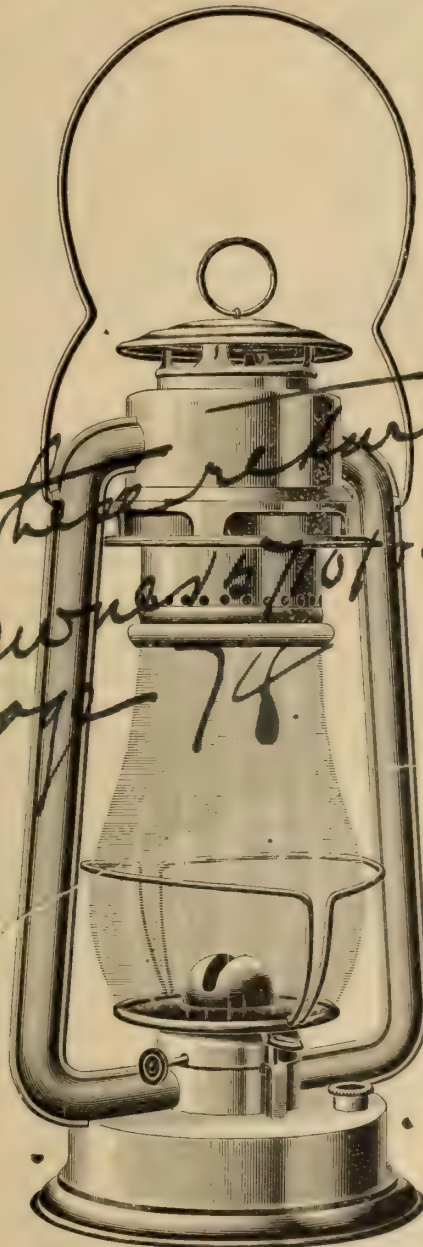
LANTERNS.



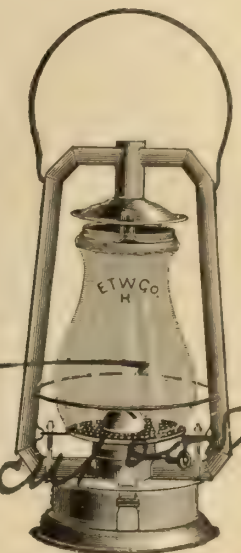
Stone's
No. 0— $\frac{5}{8}$ -in. Wick.



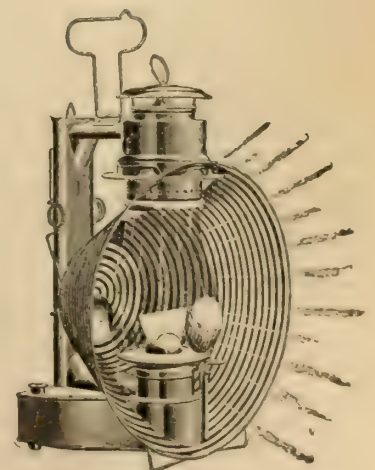
Brass— $\frac{3}{4}$ -in. Wick.
Nickeled— $\frac{3}{4}$ -in. Wick.



"Cold Blast."
No. 2— $\frac{7}{8}$ -in. Wick.
Brass Bottom—No. 2— $\frac{7}{8}$ -in. Wick.



Wright's
B— $\frac{5}{8}$ -in. Wick—Plain Hinged.



Search Light.
No. 20—Japanned.

WE STOCK ALL SIZED GLOBES FOR THE ABOVE LANTERNS.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY.

Graham Wire and Cut Nails are the Best.

OUR PRICES
ARE RIGHT.

*all these returned
to owners. 5/10/10 see cut 280-1
page 74.*

TRADE IN COUNTRIES OTHER THAN OUR OWN.

PEWTER PRICES.

ALL things are going up in price, even homely pewter. For the first time in the history of the trade probably—and it is one of great antiquity—the manufacturers of pewter goods have been compelled to issue a revised list of prices. The list which has hitherto done duty was drawn up more than a century ago, and, in spite of the fluctuations which have characterized the tin market—pewter, save for the slightest trace of antimony which is put in to harden it, consists wholly of tin—it always proved workable. With a little give-and-take manufacturers have always been able to work within the four corners of the list. Now, however, they have been forced to step outside. The price of tin has advanced to such an alarming figure (it now stands at about £135; while three or four years ago it stood at £65 or £70) that the pewter-list discounts have been reduced to zero, and even at net list-prices the manufacturers have often done business at a loss. Now, however, with a view of putting the trade on a more satisfactory footing, the old prices have been revised and a new list compiled, which will be subject to the usual trade discounts. One advantage resulting from this is that retailers are now able to show the lists to their customers and so obtain better prices from them. When the list was net or nearly so, this, of course, was impossible, and much difficulty was experienced in persuading people that advances in the price of tin caused corresponding increases in the price of pewter goods.—Ironmonger.

MANUFACTURED IRON AND STEEL
IN GREAT BRITAIN.

The increasing importations of tinplate bars, billets and plates from the United States is the most prominent feature of these branches. We have heard of considerable orders having been booked for all three classes of steel, and it appears to be generally apprehended that a larger business in this direction will be inevitable in the near future. The returns of British imports of steel up to the end of August have, however, shown a considerable falling off, compared with the corresponding period of last year, so that the business actually completed in the first eight months of the year has not been such as to cause anxiety. On the other hand, the returns of exports are rather depressing, showing as they do a material decline in most categories of finished products. A large business in the manufacture and sale of shipbuilding material, as well for mercantile as for naval work, continues to be a prominent feature of the trade, and most of the plants en-

gaged in producing plates and angles are well off for orders. At the present moment there are shipbuilding orders in hand in the United Kingdom to the extent of over 2,000,000 of tons. Crucible steel manufacturers in Sheffield in some cases find it difficult to keep their plants fully employed, but there is at any rate a growing characteristic of the trade, owing to the larger use than formerly of open hearth and special steels, such as that made by the Tropenas and other converter systems. In the finished iron trade, there is a considerable amount of activity, which is mainly limited by the difficulty of getting men, despite the fact that puddlers can now make about 12s. per day with ease, and have not had equally high wages since 1874. Consumers, as a rule, have very small working stocks, where they have any at all, so that manufacturers are usually pressed for prompt delivery, and less difficulty is experienced on this account than some months ago.—Coal and Iron Trades Review, September 15.

HIGH PRICES IN ENGLAND.

The prevailing high prices and the way in which successive advances have been maintained, might almost justify the belief that ironmongers are having an exceedingly good time, and that this is likely to continue. But already there are signs that dearthness is having its usual effect upon demand. Much of the demand which goes to make up the difference between a good year and a bad one is the result of the speculative employment of capital in such directions as the erection of suburban residences, and the building or enlargement of business premises. But no investor knowingly lays out his money at a time when things are admittedly dear. Therefore many schemes not absolutely urgent are postponed until price-lists shall have recovered their normal reasonableness, although, perhaps, sellers generally may be unaware of this. The experience of the past few months has amply confirmed the economist's position, that high prices check enterprise.

But, if this is the necessary result of such an antecedent, how is it that the hardware trade has not yet felt the effects? There are many reasons, no doubt, one being the wonderful expansion in the foreign demand. But, as far as the home trade is concerned, probably the chief factor is that our goods are required for the finishing of schemes which were laid down before the markets rose to their present height. Undertakings which had been begun had to be completed. Thus the demand has been maintained. But now, in a general way, people intend to

wait in the hope that values may right themselves before contracts are drawn.—Ironmonger.

MALLEABLE IRON TRADE IN ENGLAND.

In the malleable iron trade of Great Britain, a depressed condition of business is reported, and, while works are not exactly stopped, many of them are only kept running by working on shorter shifts. Foreign competition is being very keenly felt, and it is an open secret that some makers have been forced to cut even the lately-reduced list quotations in order to secure business. As an example of the severity of the competition that is being experienced from abroad, it may be stated that 100 tons of manufactured material of different kinds are being delivered by Belgian makers in the very heart of the Scotch industry, viz., in Coatbridge. It may be that these are special lots required for a particular purpose, but the fact remains, all the same, that the Belgians are not content with competing against the Scotch makers in the Eastern markets, but are sending material to the very doors of local producers, and presumably at lower prices than the home manufacturers are asking. Ironmonger says that possibly one reason for this is that the Belgians are finding the competition of Germans so keen as to force them to look farther afield for markets for their production. It certainly is not a very happy state of matters for the Scotch trade, especially as within a comparatively short period they have had to reduce Scotch quotations by £1 per ton, and that without any corresponding decline in the costs of raw material or wages.

PIG IRON IN GREAT BRITAIN.

Business opened on the Glasgow Exchange on Monday without any improvement on the previous week's close. Only 4,000 tons changed hands. Prices were firm, and Scotch rose 3d. cash, sellers quoting 77s. A feature with regard to stocks was an increase of 100 tons in Connal's stores at Glasgow. Not since June, 1898, had any pig iron been stored in Glasgow. On Tuesday, business was almost at a standstill, only 2,500 tons changing hands. Proceedings were very quiet, Scotch closing at 77s. cash; another 100 tons of Scotch iron went into Connal's stores. Wednesday was a remarkable day on the Glasgow market, there being absolutely no business done, Scotch closing at 76s. 5d. cash. On Thursday, Mr. Wilson, the secretary of the Glasgow pig-iron ring, was presented by the members with a pair of white gloves to commemorate an event which has not happened for many years, viz., that not a single transaction took place in the Glasgow iron market on Wednesday.

MOORE BROS. LIMITED.



BRASS AND IRON FOUNDERS

BIRMINGHAM, ENGLAND.



The original and sole manufacturers of the M.B. patent finished electro-brassed goods. Note the "Beehive" trade mark, and beware of imitations.

All goods put up in cardboard boxes.

Samples or illustrated lists free on application.

The only business transacted was the purchase of 500 tons of Scotch. There were no sellers of hematite. A further 110 tons went into Connal's stores, Scotch closing at 76s. 6d. cash, and 70s. 6d. one month. To-day the market closed with Scotch at 76s. 9d. cash, and 70s. one month.—Iron and Steel Trades Journal, September 15.

NEW YORK METAL MARKETS.

FIG TIN—The upward movement in prices continued to-day, London showing an advance of £2 7s. 6d. in spot and £2 on futures. The New York market responded at the opening, advancing to 28.75c. asked, with 28.50c. bid, but later on offerings were made at 28.62½c. and near the close it was reported that there were sellers even at 28.50c. Buyers did not show much interest in spot tin and futures were entirely neglected. The Menominee from London has arrived with 1,000 tons, bringing the total imports for the month to date up to 3,020 tons.

COPPER—In London a shade lower prices were quoted, but there was nothing new here, the market remaining very quiet but steady at 16¾ to 17c. for the Lake Superior and 16¾ to 16¾c. for electrolytic and casting.

PIG LEAD—A rather better business is reported as being in progress, but prices,

while firm, are without change, being quoted on the basis of 4.37½c. for common in car-load lots. In London the price of soft Spanish was reduced 1s. 3d. Prices there are still £2 5s. higher than on the corresponding date last year. London, September 25, soft Spanish, £17 15s.

SPELTER—Under a very moderate demand the market remains steady at 4.15c., while the larger buyers are not disposed to pay more than 4.10c.

LONDON, Sept. 25—Spelter, £19 2s. 6d.

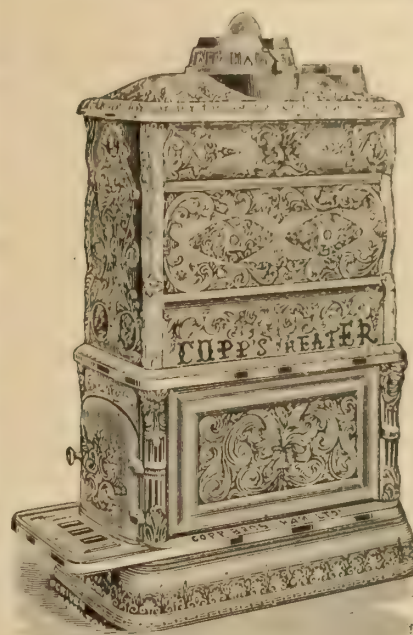
ANTIMONY—Regulus continues in fair jobbing demand and remains steady at the range of 9½ to 10½c. as to brand.

TINPLATE—There is nothing new to report in this market. Spot prices are nominal, but at the prices quoted for delivery during the last three months of the year we hear of no business as yet.

IRON AND STEEL—The market for pig iron remains dull and rather easy under the influences previously noted. Warrants were weak at \$9.50 to \$10 for spot and September. The Philadelphia market for pig iron was reported to be very quiet, and in Pittsburgh there was little business doing. For finished material particularly there is reported to be a very good demand, while prices are fairly well maintained. Steel billets are dull and prices are nominal. The price on steel rails is generally considered

COPP'S Warrior Heater

FOR COAL OR WOOD.



Has no equal.

Immense radiating surface.

A leader from its introduction.

Perfect control.

The accompanying cut illustrates the Copp Heater, which is without doubt the most powerful hot air heater in the world. When a furnace cannot be used, this Heater fills every want. We are not exaggerating the heating power when we say that consumption of fuel will be fully 50 per cent. less than the ordinary stove heating, as the power is hot air, not radiation, all parts of the room being evenly warmed.

FOR COAL OR WOOD.

Nos. 28 and 34.

The Copp Bros. Co., Limited, Hamilton, Ont.

to be still too high, and we do not learn that buyers are showing any more disposition to take hold than when the quotation was higher. The opinion is expressed that any business which may be consummated at present will be accomplished only as a result of some concession from the quoted figures.—New York Journal of Commerce, September 26.

A FRENCH NICKEL PROCESS.

A new process for the production of nickel has been announced by a French metallurgical society. The object of the process is to obtain pure nickel in two operations only, starting from the nickel matte. In the first operation the matte is treated in the Manhes converter, the iron being thus totally eliminated, and a crude nickel is obtained, which only contains about 3 per cent of sulphur. The second operation consists in treating in an open-hearth furnace the crude nickel previously obtained, and by means of special desulphurizing reagents the true color of pure nickel is secured.

CHAMPION TAYLOR.

The Iver Johnson's Arms & Cycle Works, of Fitchburg, Mass., is distributing advertising buttons showing Major Taylor mounted on an Iver Johnson racer. Of the championship races this season, the "Major" has already captured the ¼, ½, and 2 mile events.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, September 28, 1900.
HARDWARE.

MONTREAL business men have few words of praise for fall fairs. They believe that exhibitions disturb the smooth path of business and produce an inflation that exercises an injurious influence upon trade. The ordinary business man here calls them "side-shows." It has often been a matter of surprise to Ontario visitors to Montreal, that the metropolis had no fall fair. The explanation is that the Montreal man of business does not believe in "side-shows." An exhibition would never be a success here. The Ontario eastern county exhibitions disturb the Montreal trade somewhat, and do it no good, but, now they are about over, one frequently hears a sigh of relief. The conclusion of these fairs may have tended to improve trade somewhat, but there are other disturbing influences predominating to prevent improvement.

The metal market continues to decline, and bar iron is now down as low as 90c. at American points. This naturally makes the public fear for the future of some lines of goods. It is certain that neither wholesaler nor retailer is buying large stocks of heavy goods. Stocks are light and wholesalers are keeping only so much as will pull them through the season. Iron pipe and coil chain are two metals that have declined this week. In shelf goods the demand is good and the feeling firm. The cost of raw material is not an important element in the cost of these goods, while wages and coal and such essentials are advancing. The same articles as mentioned last week continue to sell; while sleigh-bells and skates are also in demand this week.

BARB WIRE—A moderate amount of business is doing. Stocks are light. The base continues at \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—There is some de-

mand of a sorting nature. We quote as follows: Nos. 4 and 5 \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

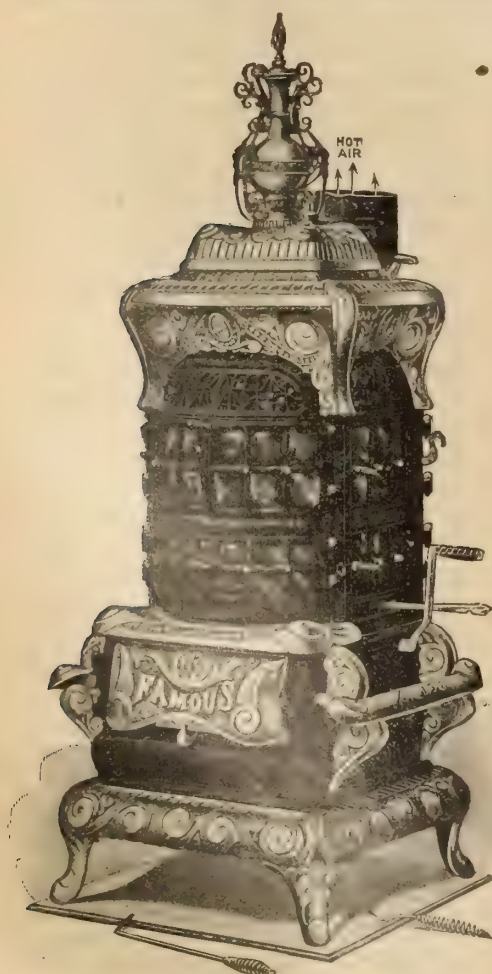
SMOOTH WIRE—Some hay-baling wire, consisting of Nos. 12, 13 and 14 is in demand; otherwise, trade is quiet. The price is still on a \$3 per 100-lb. base.

FINE STEEL WIRE—The usual demand is being experienced. The discount is 15 per cent. off the list.

BRASS AND COPPER WIRE—A small business is doing. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—A good business is being done. The price is \$3.45 for bright, and \$4 for galvanized, per keg of 100 lb.

WIRE NAILS—Sorting orders are numerous, showing a good demand for consumption. We quote \$3.10 for small lots and \$3 for



THE "FAMOUS" BASE BURNER

IS EXCEPTIONALLY HANDSOME
AND BUILT TO SAVE FUEL...

The three flue construction, which is only found in this stove, causes one-third more heat to be extracted from the same amount of fuel as used in other stoves which have only two flues.

By connecting a pipe to the hot air attachment at the top of stove heat can be carried to other rooms.

Cold air is drawn off the floor by this stove.

The Fire Pot can be removed and replaced through front doors.

Extra-Heavy Duplex Grates prevent the forming of clinkers.

The Oven has three flues, same as a cook stove.

Dampers and Check Drafts keep fire under control and save fuel.

THE WEARING PARTS ARE EXTRA HEAVY

and one stove should last a lifetime.

The McClary Mfg. Co.

LONDON. TORONTO. MONTREAL. WINNIPEG. VANCOUVER.

McCLARY'S "FAMOUS" STOVES were awarded the "GOLD MEDAL" at PARIS EXPOSITION 1900.

Made in Five Sizes:—Nos 130, 140 and 150 Parlor, and 130 and 150 with Oven.

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
W. Dewees Wood Company's
Planished Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS — Small lots are moving. We quote \$2.60 for small and \$2.50 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—The volume of business in horse nails is fairly large, with no change in price. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—A good trade is doing at unchanged quotations. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow shoes, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.85; No. 1 and smaller, \$4.10; feather-weight, all sizes, \$5.10; toe weight steel shoes, all sizes, \$6.20 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS — Trade is good and the feeling firm. Discounts are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 ½ per cent.

BOLTS — Orders are coming in freely. Discounts are as follows: Carriage bolts, 5-16 and under, 60 per cent.; ¾ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 75 per cent.; square nuts, 4c. per lb. off list; hexagon nuts, 4 ½ c. per lb. off list; bolt ends, 65 per cent.; blank bolts, 60 per cent.; plough bolts, 55 per cent.; Norway bolts, square, 65 per cent.; tire bolts, 67 ½ per cent.; stove bolts, 67 ½ per cent.

COTTERPINS—Unchanged. 55 per cent. off English list, or, according to American list, all sizes but ¾ in. wire, 80 per cent. off, and ¾ in. wire, 70 per cent. off.

RIVETS—Business continues good. We quote discounts: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 per cent. off; swedes iron burrs, 55 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 60 per cent. off.

CORDAGE — A fair amount is being sold. Prices are still 12 ¾ c. for manila, and 8 ¾ c. for sisal.

SPADES AND SHOVELS—A good fall trade is keeping up. The discounts are still at 40 and 5 per cent.

TACKS—The situation is the same as last week. As base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut

Sanderson's Steel

FOR

Tools, Dies,
Drills, etc.

The oldest and most reliable
make in the market.

Full assortment in stock at Montreal.

A. C. LESLIE & CO.

AGENTS, MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDOUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

IC and IX 14 x 20 and
20 x 28 Tinplates
Cokes and Charcoals.

Especially low
figures on IX 14 x 20.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Being Up-To-Date

is a boast often made by varnish concerns, but there has to be a leader or the "date" would become very stale.

There is never a moment day or night that someone connected with our business is not wide awake and his brains at work. For that reason we make the boast that we are always ahead of the times.

When you are our agent for Elastilite Varnish you have an article that is so much better than the man across the street is handling, that your customers will soon see that you also are ahead of the times. One good article gets them talking, and you know the old saying, just as soon as a good story leaves its original home it keeps growing. In all sizes, $\frac{1}{2}$ -pints to 1-gallon, never in bulk.

— Manufactured only by —

The Imperial Varnish & Color Co.
LIMITED
TORONTO, CANADA.

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz.:

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS — Business does not show much improvement. Figures are unchanged at \$17 to \$24 per 1,000, as to brand, ex wharf.

CEMENT — A good deal of Canadian cement is selling at about \$2.25 per bbl. In foreign makes a small jobbing trade is doing at firm quotations. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10 per bbl.

METALS.

The metal trade does not show much improvement. Pig iron is selling so slowly that one large dealer says he has almost forgotten the price of it. The feeling continues weak. Iron pipe has been reduced, and coil chain has also suffered a severe decline. Tin is lower at primary markets, although a firm feeling appears to be returning. Stocks are remarkably light. Finished articles are selling fairly well.

PIG IRON — There is little doing in pig iron. Foundries are buying only for immediate requirements and these don't seem to amount to much. Canadian pig iron is worth from \$19 to \$20, and Summerlee sells at \$25 on the wharf.

BAR IRON — The reduced prices seem to have stimulated a little demand for bar

iron. We quote \$1.75 to \$1.80 per 100 lb. f.o.b. Montreal.

BLACK SHEETS — Business continues about the same as last week at \$2.95 for 8 to 16 gauge.

GALVANIZED IRON — A moderate business is doing at unchanged figures. We quote: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER — The situation remains unchanged. The price is still 17 $\frac{1}{2}$ c.

INGOT TIN — The London market has gone as low as £127 10s. spot this week, but the last few days it has taken a decidedly firmer tone. The price here is still 36c.

LEAD — Stocks held here are light. The base is \$4.65.

LEAD PIPE — A nice trade is doing. We quote: 7c. for ordinary and 7 $\frac{1}{2}$ c. for composition waste, with 15 per cent. off.

IRON PIPE — As we intimated last week prices have declined. We now quote as follows: Black pipe, $\frac{1}{4}$, \$2.85 per 100 ft.; $\frac{3}{8}$, \$2.85; $\frac{1}{2}$, \$2.90; $\frac{3}{4}$, \$3.10; 1-in., \$4.46; 1 $\frac{1}{4}$, \$6.07; 1 $\frac{1}{2}$, \$7.27; 2-in., \$9.72. Galvanized remains as before: Galvanized, $\frac{3}{8}$, \$4.40; $\frac{1}{2}$, \$5; $\frac{3}{4}$, \$5.55; 1-in., \$8; 1 $\frac{1}{4}$, \$11.15; 1 $\frac{1}{2}$, \$13.30; 2-in., \$17.85.

TIN PLATES — Trade is as before. Prices are still \$4.50 for coke, and \$4.75 for charcoal.

CANADA PLATE — Business is moderate. We quote: 52's, \$2.90; 60's, \$2.95; 75's, \$3; full polished, \$3.50, and galvanized, \$4.60.

TOOL STEEL — Black Diamond, 8c.; Jessop's, 12c.

STEEL — A good trade is doing. We quote: Sleighshoe, \$2.10; tire, \$2.20; spring, \$3.10; machinery, \$3.25, and toe-calk, \$2.75.

TERNE PLATE — A good trade is doing. The price remains at \$8.50.

SWEDISH IRON — We quote \$4.25.

COIL CHAIN — Trade is slow. A reduction will be noted next week. We quote as follows: No. 6, 11 $\frac{1}{2}$ c.; No. 5, 10c.; No. 4, 9 $\frac{1}{2}$ c.; No. 3, 9c.; $\frac{1}{4}$ -inch, 7 $\frac{1}{2}$ c. per lb.; 5-16, \$4.85; $\frac{3}{8}$, \$4.80; 7-16, \$4.50; $\frac{1}{2}$, \$4.25; 9-16, \$4.15; $\frac{5}{8}$, \$3.80; $\frac{3}{4}$, \$3.75; $\frac{7}{8}$, \$3.70, and 1 inch, \$3.70 per 100 lb.

SHEET ZINC — A fair trade is doing at 6 $\frac{1}{4}$ to 6 $\frac{1}{2}$ c.

ANTIMONY — Unchanged at 10 $\frac{1}{2}$ c.

GLASS.

The trade in glass continues fair at unchanged prices. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

CUT NAILS—Business in this line continues quiet at \$2.60 per keg Toronto, Hamilton, London and Belleville.

HORSESHOES—There are quite a few sorting-up orders, but the buying is only for small quantities. We quote as follows, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.75; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$5.20; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$4; snow shoes, \$4.25; light steel shoes, \$4.20; featherweight (all sizes), \$5.20.

HORSE NAILS—There is a fair demand for small quantities. Discount, 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

SCREWS—Trade is being well maintained in this line. We quote as before: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—A fairly good trade is to be noted in stove and tire bolts. We quote as follows: Norway bolts, full square, 56 per cent.; common carriage bolts, full square, 65 per cent.; ditto, 5-15 and under, 60 per cent.; ditto, ¾ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 60 per cent.; bolt ends, 65 per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 55 per cent.

RIVETS AND BURRS—A fair trade is still being done. We quote iron rivets at 60 per cent., iron burrs at 55 per cent., and copper rivets at 35 per cent.

ROPE—Very little is being done in this line. Prices are unchanged at 8½c. for sisal, and 12½c., per lb. for manila.

SPADES AND SHOVELS—A small sorting-up trade only is being done. Discount 40 and 5 per cent.

HARVEST TOOLS—Trade is practically over for the season, there now only being a small sorting-up demand for forks. Discount, 50, 10 and 5 per cent.

SPORTING GOODS—Guns, rifles, ammunition, gunpowder, etc., are in brisk demand.

CUTLERY—A good movement is still to be noted. On some lines of cutlery which were bought since the recent advances in Great Britain, and shipments of which are now arriving, prices are being advanced by the jobbers.

BUILDING PAPER—An active trade is being done in this line, and some of the manufacturers are so busy that they are

unable to fill orders fast enough to supply the demand.

ENAMELED WARE—Notwithstanding that the demand for preserving kettles is over, there is a good trade being done for ordinary lines of enameled ware, such as teapots, coffee pots and kitchen utensils.

TINWARE, ETC.—Some lines of tinware are moving off freely. The demand is principally for such lines as come within the term of stove furniture, such as boilers and tea kettles. Coal hods, stove boards, stove pipes and elbows are also in brisk demand.

STOVES AND FURNACES—There has been quite an active demand for stoves and furnaces during the past week, as a result of which the manufacturers find their stocks depleted in certain staple lines.

CEMENT—While the burning of the cement works at Marlbank, Ont., lessened the production of Canadian Portland by 500 barrels per day, and while the consumption keeps active, the market is well supplied, foreign brands being offered wherever Canadian is short. Prices are, consequently, steady and unchanged. We quote as follows in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

A fair trade has been done in metals during the past week, particularly in tinplates, Canada plates and galvanized sheets. There have been no material changes in prices.

PIG IRON—The tendency of the market is still downward, although a little better business is, perhaps, being done. Hamilton iron is worth about \$18 for No. 1, and \$17.50 for No. 2. It is expected that the new furnace at Midland will have iron upon the market about the middle of next month.

BAR IRON—There has been a good trade in this during the past week in a sorting-up way. Prices to outside points are \$1.70 to \$1.75, but these prices are being shaded under certain circumstances.

STEEL—Trade keeps fair in sleighshoe steel at the \$2 base. We quote Firth's special cast steel at 12c. per lb.

HOOP STEEL—Trade keeps good at the nominal quotation of \$3.25.

PIG TIN—The London and New York markets have been a little firmer this week. In New York there has been an advance of 1½c. per lb. Locally, prices are unchanged at 35 to 36c. per lb.

TINPLATES—A fairly good trade is to be noted in this line from stock, and a few import orders have been booked. We quote; Coke plates, \$4.30 for I. C. usual sizes; \$4.60 for I. C. special sizes, and \$4.75 for 20 x 28.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery.
6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL



COVERT MFG. CO.

West Troy, N. Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by
all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety.

Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and

Sheep Shearing Machines.

WE MAKE THEM.

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The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

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BIRMINGHAM.

BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many quantities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman"
Hardware
Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

BLACK SHEETS—An active trade is being done in this line. The base price is unchanged at last week's reduction, being \$3.40 per 100 lb.

GALVANIZED SHEETS—A good demand is being experienced for galvanized sheets. A better business is being done than for a month or more, and the ruling prices for English iron are \$4 85 and for American \$4.50. Twenty-six-gauge English is about equal to 28-gauge American.

CANADA PLATES—These are moving out nicely and much better, in fact, than the trade anticipated they would. It was expected that the import orders would cover most of the jobbers' customers, but there are a good many who evidently did not place import orders. We quote all dull, \$3.15; half polished, \$3.25; all bright, \$3.85.

IRON PIPE—Although we still print the discounts which were drawn up by the agreement, which was only maintained for a few days, the market is without any regular system of prices, some of the jobbers quoting net figures, while others are quoting discounts. As far as we can learn, however, our discounts approximate to the ruling net figures for small lots. A good trade is being done in black pipe, but in galvanized pipe there is very little doing.

LEAD PIPE—Business in this line continues fair. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

PIG LEAD—Trade in this line has been active during the past week, and the outside markets are fairly steady. We quote 5 to 5 1/4 c. per lb.

SOLDER—With trade in galvanized sheets good the same conditions may naturally be looked for in solder. The ruling prices are: Half-and-half, 21 to 22c.; refined, 20 1/2 to 21c.; wiping, 20 to 20 1/4 c.

COPPER—There has been a little more inquiry for ingot copper, and an active business is reported in sheet copper. We quote: Ingot at 19 to 20c., and sheet at 23 to 23 1/2 c.

BRASS—Some improvement is to be noted in the demand for this line, and the discount for rod and sheet is 10 per cent.

ZINC SPelter—Trade in this line has been small during the past week and prices are unchanged at last week's decline, the figures still being 6 to 6 1/2 c. per lb.

SHEET ZINC—Trade is not very active. We quote 6 3/4 to 7c. for cask lots, and 7 to 7 1/2 c. for part casks.

CHAIN—The price of chain having been reduced about \$5 per ton by the manufacturers in the United States the jobbers here have marked down their prices as will be noticed by reference to our prices current.

PAINTS AND OILS.

The past week has been the busiest in a month, but the aggregate volume of trade this year seems to be somewhat less than

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

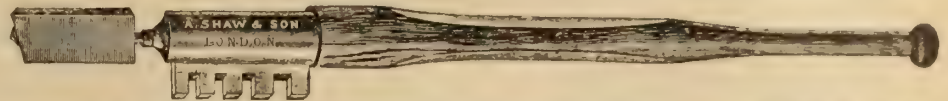
Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETTE," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, enbossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C. 128 Hope Street, Glasgow. 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

GLAZIERS' DIAMONDS

of every description.
Reliable Tools at low prices.



A. SHAW & SON, 52 Rahore St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

last. The feeling generally is firm. Dry white lead is 25c. higher. Litharge is 1c. per lb. dearer. The turpentine quotations have been equalized to all points in Ontario, the price now being 59c. for single barrels and 58c. for two to four barrel lots. Linseed oil is steady. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.62 1/2; No. 1, \$6.25; No. 2, \$5.87 1/2; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to 7 1/2 c.

ORANGE MINERAL—Genuine, 8 to 8 1/2 c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No. 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to 10 1/2 c. per lb. and 10 1/2 to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 81c.; boiled, 84c.; 5 to 9 barrels, raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 59c.; two to four barrels, 58c., to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

Some dealers are moving for an advance, but, as this has not met with general acceptance, no change has been made. There is an excellent demand. We quote first break locally as follows: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united inches, \$6, Toronto Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL.

The movement is small. Everything offered is readily taken at steady prices. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12 1/4 c. per lb.; bottoms, 10 1/2 c.; heavy copper, 13c.; light scrap brass, 7c. heavy yellow scrap brass, 10c.; heavy red scrap brass, 10 1/2 c.; scrap lead, 2 3/4 c.; zinc, 2 1/2 c.; scrap rubber, 6 1/2 c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

PETROLEUM.

Trade is in excellent condition. The demand for both American and Canadian grades is good, but the latter seem to be growing in favor in this market. Prices are still steady. We quote as follows: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, 17 1/2 c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

COAL.

The strike is still unsettled, but there is a persistent rumor to the effect that the mine owners will pay the 10 per cent. advance asked by the strikers. In the meantime the wholesale coal trade in Canada is suspended, as none of the dealers have stocks sufficient to carry on a wholesale trade, and as they cannot get further supplies. The retail price in Toronto has again been raised 50c., making the price \$6.50 per ton.

MARKET NOTES.

Coil chain is lower.

MANITOBA MARKETS.

WINNIPEG, Sept. 25, 1900.

THE very unsettled weather of the past week has not tended to improve the condition of the crop, and threshing has been slow and unsatisfactory. There seems probability now of finer weather. Trade, both wholesale and retail, is very quiet, and is not likely to increase until the quantity and quality of the crop is more fully known. Prices are without change in hardware and metals. We quote:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire	3 95
"	4 00
"	4 05
"	4 20
"	4 35
"	4 45
Wire nails, 30 to 60 dy, keg.	3 80
" 16 and 20	3 85
" 10	3 90
" 8	4 05
" 6	4 15
" 4	4 40
" 3	3 30
Cut nails, 30 to 60 dy.	3 35
" 20 to 40	3 40
" 10 to 16	3 45
" 8	3 60
" 6	3 70
" 4	3 95
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 90
No. 2 and larger	4 95
Snow shoes, No. 0 to No. 1	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
IX	12 75
IXX	14 75
Ingot tin	35
Canadaplate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch	50 and 10 p.c.
Over 2 inch	45 p.c.
Rope, sisal, 7-16 and larger	11 20
" 3/4	11 75
" 1/2 and 5-16	12 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00
Solder	22
Cotton Rope, all sizes, lb.	15
Axes, chopping	\$ 7 50 to 12 00
double bits	12 00 to 18 00
Screws, flat head, iron, bright	.75 and 10 p.c.
Round	70 p.c.
Flat " brass	70 p.c.
Round	.60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	37 1/2 p.c.
Copper	33 1/2 p.c.
Spades and shovels	40 p.c.

Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Steel sleigh shoe	3 00
" spring	3 25
" machinery	3 75
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	40 p.c.
C.F. pistol	10 p.c.
C.F. military	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	7 25
Chilled	7 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/4 c.
Prime white American	23c.
Water white Canadian	22c.
Prime white Canadian	20c.

PAINTS, OILS AND GLASS

Turpentine, pure, in barrels	\$ 71
Less than barrel lots	76
Linseed oil, raw	84
Boiled	87
Oils, clear machine oil	30 3/4
Black oil	25 10 30
Cylinder oil (according to grade)	53 10 78
Harness oil	65
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	2 00
Castor oil	11
Glass, single glass, first break, 16 to 25	
united inches	2 50
26 to 40	2 75
41 to 50	6 00
51 to 60	6 50
61 to 70	7 00
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	2 3/4
White lead, pure	per cwt. 7 25
No. 1	7 00
Prepared paints, pure liquid colors, according to shade and color	per gal. \$1.30 to \$1.90

THE BROOM CORN CROP.

The anticipated drop in the prices of brooms, with the harvesting of the new crop of corn, has only in a very moderate measure been fulfilled, and, owing to the heavy rain and windstorms throughout the broom corn belt, there will, in all probability, be a steady rise in the price during the next few months, according to the demand.

In some districts the damage has been so great as to make a good percentage of the corn red and inferior, and, in some cases, almost useless. This being the case, the best crops were eagerly bought up.

We are informed by Boeckh Bros. & Company that they have been fortunate in securing a number of the choicest crops direct from the growers and personally selected by one of the firm, and that they will be able to supply some exceptionally good values in brooms during the present season.

They have just issued their new price lists, which every dealer will do well to write for.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

Canada Paint Company's "Decorators' Pure" White Lead, specially prepared for first-class Decorators' work, inside or outside, of fine texture, and good body.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS IN CANADA

Elephant "Genuine" White Lead. The highest grade of Dry White Lead is used exclusively for this famous brand—very durable.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

White Cross Brand of Permanent White. A snowy white paint of great covering power. A growing favorite with painters.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

Diamond Graphite and 93 per cent. Magnetic Oxide. The great paints for iron bridge, and construction work.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

The "Amberite" Varnishes in sealed cans. Made and tested by expert workmen. Ample stock in Toronto and Montreal.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

of the most popular and ready selling brands of Liquid Paints in Canada. We give the best value.

THE CANADA PAINT COMPANY LIMITED

NO OTHER MAKERS

in this or any other country possess equal facilities for giving the hardware merchant his paint supplies at first hands.

STEEL VS. WOODEN CABS.

THE relative advantages of wooden and metal cabs have been considered by all mechanical officers and locomotive designers, and it probably looks to many that the future development of American locomotives will involve a much more extensive use of steel cabs conforming to the almost universal practice in foreign countries. Considerable, remarks an exchange, can be said on both sides of the question.

In favor of metal cabs: Increased strength and durability, and thus lower cost of maintenance.

Against them: Greater first cost and increased weight.

Steel cabs are standard on all Southern Pacific lines, and their mechanical engineer, Mr. F. W. Mahl, says that the first steel cab built was in 1891 on the Southern Pacific system in Arizona. In July, 1895, nothing had been expended for repairs. Since 1895 no wooden cabs have been built. In 1895 a number of 22 x 26 in. mountain locomotives were built with steel cabs. Nothing has been expended on them for repairs. It is reported that paint on metal cabs last longer than on wood. The Southern Pacific cabs are lined and have double roofs, and are said by engineers and firemen to be as cool as wooden ones.

Against steel cabs: An increased first cost and increased weight. At present prices of material average steel cabs cost \$100 more than wood. Their increase in first cost is probably justified, however, in view of the saving in maintenance. The increased weight is a more serious feature. Comparison of the weight of average designs roughly shows for small cabs 900 lb. increase, and large ones, 1,300 lb. Some special designs show 1,500 lb. or higher. This increase prohibits the use of steel cabs in some new designs where all possible must be done to save weight at the back end of engine to keep within driving wheel weight limits and obtain maximum boiler power. This would apply to many recent designs of large passenger engines, examples of which will readily occur to all. In other types the extra weight of steel cabs may improve the distribution. Many cases will occur in which increased weight is allowable in renewals where railroad men have latitude in new work as bridge and track get stronger and the bridge and track department grow less conservative.

Steel cabs are almost essential also in hot and dry climates, or where moisture and dryness are destructive to wood.

WHEN CRITICIZING THE CLERK.

The right time to tell a clerk of his mistakes is any time when what is said can-

not be heard by others, says an exchange. A clerk who is thought to be in error is not inclined to do better if he is corrected before everyone in the store. He loses that pride in his work which is always essential to success. Rebukes of this kind are often given without a proper understanding of the conditions, yet the clerk is forced to accept them in the presence of those who may be only too glad to hear him berated. Where the scolding process is indulged in at all it should be done privately. If it is not effective and the error is repeated, then walking papers are in order.

DIED IN THE HARNESS.

W. E. McCubbin, who was found dead in his bed in a hotel in Campbelltown, N.B., on September 20, was one of the oldest, if not the oldest traveler on the road. For 30 years he represented The Thos. Davidson Manufacturing Co., Montreal, in the Lower Ottawa and Gatineau districts, and during that time saw many of his customers rise from boyhood to middle-aged successful business men. He also saw what was once the backwoods of Canada develop into thriving towns and busy manufacturing centres.

One of the old school, Mr. McCubbin possessed an experience from which re-countings were always pleasant, varied and entertaining. Kind-hearted to a fault, he was highly esteemed by his firm and fellow-employees, all of whom retain nothing but the kindest of thoughts for his memory.

The loneliness of his passing away, an end which every traveler dreads, commands the deep regret of his many customers and friends, and in this, his last trip, from which there is no return, our readers will join **HARDWARE AND METAL** in offering heartfelt sympathy to his bereaved family in their irreparable loss.

INQUIRIES FOR CANADIAN PRODUCTS.

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries:

1. The manufacturers of an acetylene generator wish to dispose of the Canadian patent or to arrange for its manufacture in Canada upon a royalty basis.
2. A Belfast correspondent inquires whether any Canadian houses would be prepared to supply boxboards for linen boxes.
3. A firm in Cardiff would like to represent a Canadian manufacturer of starch for South Wales and West of England.
4. A Birmingham house is prepared to hear from Canadian sellers of lead. They are in close touch with the market. Average samples; assay and general details required.
5. A Bristol firm is open to buy horsehair, drafted up to 18 inches, suitable for brush making.

INQUIRIES AND ANSWERS.

WHO MAKES CELLULOID FLOOR PAINT?

A Calgary merchant writes: "Will you kindly give me information as to who manufactures 'celluloid floor paint' in

Toronto? It is said to be good material for hotel floors."

[Remarks: We have made inquiries in several quarters, but can obtain no information in regard to the matter.—THE EDITOR.]

ADJUSTING PRICES TO COSTS.

ONE of the best methods of arriving at that happy medium which is the only satisfactory condition in all things, is an equalization of differences. To prepare for such an equalization requires a careful study of the involved interests in a broad way, so as to secure such a comprehensive knowledge of them as will inspire confidence and enable them to be discussed in a liberal spirit. There is a constant need for the process of equalization in all branches of business, and, during the past year, the subject has received no small amount of attention from the manufacturers of stoves and house-heating boilers, in the endeavor to adjust their prices in correct proportion to the value of the article and the cost of its production. The work became necessary on account of the discrepancy between the prices and conditions of the sales made, and the cost or real value of the goods. The work was approached with confidence or hesitation in proportion to the familiarity with the requirements possessed by those most interested.

Naturally there must be a great deal of "give and take" in such work. Those best informed of the methods of marketing goods and their cost helped or hindered as they manifested a desire to better the conditions, while those who have little method in their business had some hesitation about taking any part in it. The early work consequently was merely an exchange of views and experience, until confidence was established and the proper details could be taken up. This work cannot be said to be entirely completed, and, although now all have a comprehensive grasp of it, the details are just as carefully discussed and the concessions are just as slowly made, but the progress of the work is substantial, being so thoroughly conservative. There are still some unfinished schedules to be completed in some of the stove associations, but what has been accomplished has produced very satisfactory results.—Metal Worker.

SOME TRADE ABOMINATIONS.

The young man who wears flashy jewelry, exhales an odor of musk, wears wide stripes, daring cravats, violet checks and is generally "horsey," remarks an exchange.

The young man who blushes too easily, dares not say that his soul is his own, and is generally too good and meek for this rather wicked world of ours.

TRADE CHAT.

GEORGE V. MOORE, hardware dealer, Galt, Ont., has sold out his business to Arthur MacBean, who for several years was engaged in the hardware trade in Guelph and Woodstock; and who has lately been living in Detroit. Mr. Moore will take a holiday for a month or so before going into any other line of business.

Wm. Young is starting a general store in Welland, Ont.

The Safety Powder Co., Vancouver, has been incorporated.

Simon A. Poiries is about to open a general store at Springfield, N. S.

George & Co. have started as general merchants in Barry's Bay, Ont.

C. Richardson, founder, etc., St. Marys, Ont., is building an addition to his foundry.

Midland, Ont., has been declared an outport of Customs in the survey of the port of Toronto.

Waller & Partridge, general merchants, Cumberland, B.C., have had an addition built to their store. It was necessitated by increasing business.

The American Bridge Co. has made a contract with the corporation of Three Rivers, Que., to establish a bridge manufacturing plant in that city.

The steamship companies running out of Montreal have notified the exporters that, owing to the scarcity of coal, freight rates have advanced 10 per cent.

Hugh Ferguson, general merchant, Arthur, Ont., was married a few days ago to Miss V. Stephenson, who was for some time head clerk in Mr. Ferguson's store.

H. P. Marquis, tinsmith, Campbellton, N.B., will shortly move into new premises, which will enable him to carry a much larger stock of stoves than he now has.

W. C. Curtis, of Forest, Ont., has purchased the general stock of Duncan Bros., Oil City, Ont., and will open up a general store there, and will also purchase grain.

Hutchings Bros. have bought out the general store business conducted in Brechin, Ont., for so many years by the late Mr. Bernard, and latterly by Mrs. Bernard.

Robert R. Neild has opened up a machine shop in Stratford, Ont., in which he intends doing a general machinery repairing business, including bicycle repairing.

It is understood that the Canada Atlantic Railway management intend increasing the capacity of the elevator at Quebec, which they recently bought from the C.P.R., from 250,000 bush. to 1,000,000 bush.

Cowan & Co., founders, etc., Galt, Ont., opened a large addition to their foundry on Friday evening of last week with a dance to their employes and friends. Over 100

couples were present, and an enjoyable time was spent.

It is expected that The E. B. Eddy Co., Limited, will be making matches again within a month.

James S. French and Charles Carroll have opened a general store in Dawson, N.W.T. Both partners have been in business in Dawson for some time.

F. R. Noble, general merchant, Tara, Ont., has bought out Hay & Co., general merchants, Badgeros, Ont., and will shortly move his Tara stock to the latter place.

Work on the construction of the new cement works at Lakefield, Ont., is being pushed forward. The capacity of the works will be 600 bbl., instead of 200 bbl., as at first proposed.

Fire destroyed the building, machinery and tools of D. J. Shanahan, carriage builder and blacksmith, Penetanguishene, Ont., one day last week. The loss is about \$6,000; insurance, \$2,000.

The machinery of the new Manitoba Union Mining and Cement Company's works, Arnold, Man., it is expected, will be installed in a few weeks, when operations will be commenced.

W. E. McCubbin, a commercial traveler, connected with the Metallic Roofing Co., Limited, until two months ago, was found dead in his bed at Campbellton, N.B., one day last week. His death is supposed to have been caused by heart failure.

On Tuesday afternoon last week T. H. Goodison, general merchant, Streetsville, Ont., was married to Mrs. S. F. Redick, Toronto, daughter of the late Senator Read, formerly of Kingston, Ont. Mr. and Mrs. Goodison left on a tour to Montreal and other places.

The alterations to N. B. Zinkan's general store, Southampton, Ont., have been completed, and now the place presents a decidedly handsome appearance, having been enlarged, the walls and ceiling beautifully papered and an alteration for the better made in the arrangement of the goods.

John M. Kilbourn, Robt. P. Butchart, W. H. E. Brevender, F. H. Kilbourn and H. B. Smith have been incorporated under the style of the Lakefield Portland Cement Co., Limited, with \$500,000 capital. The head office of the company will be at Owen Sound, and the works at Lakefield, near Peterboro', Ont.

The Oxford foundry, owned by Robert Whitelaw, Woodstock, Ont., was destroyed by fire Tuesday morning. A large amount of stock, including a newly-made plant for a western flour mill, valued at \$2,700, was consumed, together with much of the ma-

chinery and workmen's tools. The total loss is placed between \$30,000 and \$40,000. The building and machinery were insured for \$5,500. About 55 men are thrown out of employment. The foundry will be rebuilt at once.

MARVELOUS SPEED OF THE COBRA.

A cable despatch says that the torpedo boat destroyer Viper's marvelous record of 43 miles an hour has already been eclipsed, and the fastest vessel in the world is now her sister ship the Cobra. The latter was built by the Armstrongs, and is an exact duplicate of the Viper, which was built by Hawthorne, Leslie & Co., at their works at Newcastle. Both have the Parsons turbine engines. The contract speed of each was 34 knots. The Viper did 37.113 knots on July 13. The Cobra, in an unofficial trial over the same course at the mouth of the Tyne the other day, made 37.7 knots, or 43.5 miles. Her engineers say that she has not yet done her best, and that they expect fully another knot. The Admiralty has now taken over the Cobra, and an official test will shortly be made.

A PERTH HARDWARE FIRM'S EXPANSION.

James & Reid, hardware merchants, Perth, have just enlarged and otherwise improved their store. Besides this, they have built a large new detached warehouse and added a fine new machine and repairing shop, equipped with modern machinery and operated by electric power.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

HENRY ROGERS,
SONS & CO.,

SHEFFIELD, ENGLAND

Manufacturers of the celebrated

UNION JACK
CUTLERY

We make a specialty of

**PLATED WARE,
FRUIT KNIVES, ETC.**

Our Canadian Representative carries a full line of samples.

Canadian Office:

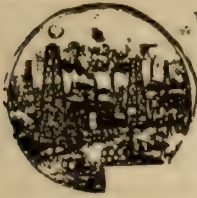
6 St. Sacramento St., **MONTREAL.**

F. A. YORK, Manager.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

**VanTuyt & Fairbank**

Petrolia, Ont.
Headquarters for...

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

**COOPER PATENT ELBOWS**

Bright and Common.



SCHEIPE'S PATENT STOVE PIPE.

E. T. WRIGHT & CO.

Sole Manufacturers
HAMILTON, ONT.

**"JARDINE"****TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

BERGER'S HOOKS

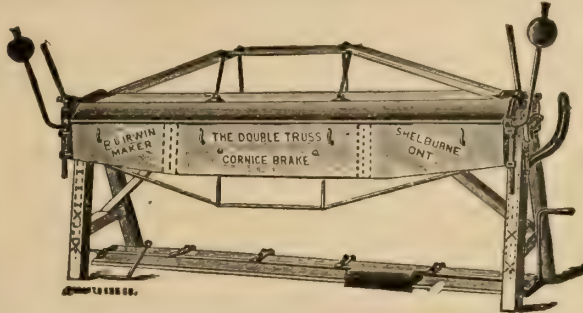
SOIL PIPE HOOKS
GAS PIPE HOOKS
PLUMBERS' HOOKS
GAS PIPE STRAPS
FLASHING HOOKS

Wrought or malleable, as desired. Large stock. Perfect goods. Write for catalogue and prices.

BERGER BROS. CO.

Mfrs. of Tinnerns' and
Roofers' SUPPLIES.

231 and 237 Arch St., Philadelphia



This eight-foot Brake bends 22-gauge iron and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra, if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

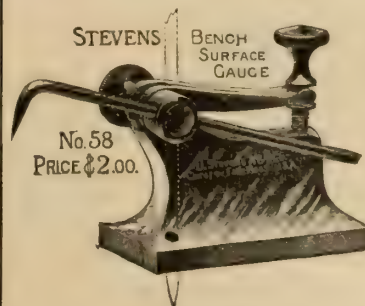
Makers of

High Grade

REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere

STEVENS ...FINE TOOLS

We make a perfect line
of

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool
Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also a valuable hand-book of information for mechanics and people interested in such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass, U.S.A.

Carried by our representatives at Toronto and Montreal.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT

TWINE MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared to furnish the best made goods in the market at closest prices and make prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Shipping Ropes, Jute, Hemp and Flax Twines.

HEATING AND PLUMBING

KEEPING TRACK OF WORK.

By W. M. Hille, North Attleboro', Mass.

AFTER an experience of 25 years in business I have evolved a system that is both simple and inexpensive and generally trustworthy. To explain, I carry a full line of hardware, tinware, woodenware, crockery, enameled ironware, stoves and ranges, and general department store goods, which I systematize as follows:

Each clerk has certain lines he has full control of, both buying and selling. I take entire charge of the workshop, also a general oversight of the store. In the workshop, instead of using blank forms for each man to keep run of his work, I furnish him with a cloth covered book, about 4x12 inches, in which he enters every hour of his time on each separate job, also the stock used and his helper's time. This book I can refer to at any time, months after the job has been completed.

To correspond with this book, I keep

A GENERAL TIME BOOK, 8 x 12 inches, on which each morning is entered, on the line with the man's name, the work he is on and the hour he returns from the job, and this is carried in full across the full width of the book. If the men are on a number of small jobs during the day, by opening my time book, I can tell at a glance where each of the 15 men or more is at that moment and can judge by experience just what man may be available for the next rush job that is called for. This time book will also balance with the private book each man keeps. It requires very little time to do this, and cheap blank books answer as well as an elaborate ledger. Further, I have a permanent record to refer to in case any dispute arises about the time, or who did the special piece of work.

ON ALL CONTRACT WORK,

such as plumbing, steam, hot water, hot air and general tin work jobs of any size, also gas and electric lighting, I use a pocket leather covered book, 4 x 5 inches, which I can carry with me when estimating away from the store. Under the heading of each separate job, I carry every item to be estimated on. To supplement this, I have a small pocket price book, with such headings as plumbing, steam, hot water and furnaces, under each of which I have the cost written in pencil, so that I can change the price readily from time to time, as changes occur in cost of working material.

With these two books, I can estimate any kind of work at any place and time.

In the store, after I have secured the contract, I enter it in a regular work ledger, under the name of the party. I put down the total amount of the contract and add all

INFORMATION OF A SPECIAL CHARACTER connected with it, as some of the contracts extend over three to six months. I enter the work as it is partially done, on the same page, under the heading of realized cost, and enter all freight and express charges on each item coming in during the course of the work. By this method, nothing escapes my attention on each separate contract, and all that remains to do is to foot up the items in the estimating book, and in the difference lies my loss or profit on each separate contract.

I thus have a record on my work ledger that will give me an estimate on any similar jobs, as it will save all trouble guessing at the cost of any piece of work. Guessing is something I never gave myself the pleasure of indulging in. I fully believe in taking each separate job by itself, and

ITEMIZING EVERY DETAIL,

for, by this method, if I estimate only a small profit and find that someone takes the job at a price that is much lower than I can, I rest easy seeing him losing money, while my own men are free to take all the good jobbing that he can't touch.

I have also another method of knowing whether the workshop is paying its own way. All work is entered in a separate day-book, and when it is balanced with the cost of running the workshop I can tell just how it stands towards the general store trade. All this does not add much to the book-keeper's work, as it is systematized in such a way that a few minutes each day spent on the books keeps everything right. We find it a great help in not having work done with no charge made of it. The number of small articles used, and the working material, if not entered in the men's private book at the time of using, would amount to a very large leak in the business.—Metal Worker.

BLYTH & WATT'S NEW ROOMS.

Blyth & Watt, plumbers, etc., corner of Bank and Somerset streets, Ottawa, have fitted up showrooms on their second floor, which show most excellently their

large range of closets, each in full working order, thus giving opportunity for comparison and demonstrating the good points of the different closets handled. A number of baths of various makes, in porcelain, steel, copper, etc., are shown, also a full assortment of lavatories.

Blyth & Watt are very busy with contract work, for which they have built up a good reputation in Ottawa. In addition to their plumbing, they do a large general hardware business.

SOME BUILDING NOTES.

ARCHBISHOP FALCONIO has purchased the Rogers' homestead on the canal bank, Ottawa. This will be remodeled to contain a private chapel.

A new Baptist church is being built at Fordwich, Ont.

W. H. Logan is erecting a new residence in Logan, Ont.

Paris, Ont., is to have a new post office and Customs house combined at a cost of \$18,000.

D. Taylor is erecting a new building on Selby street, Nanaimo, B.C., to be used as a dwelling house and store.

The Crystal City, Man., Oddfellows are erecting a 25x50 ft. hall. The lower storey will be used as a business place.

Burk's Falls, Ont., voted last week to loan the Knight Bros. Co. \$20,000 to aid them in enlarging their present planing factory and sawmill.

Figures are being asked for a 30x33 ft. addition to the Old Ironsides hotel at Phoenix, B. C., two storeys high, to be put on the west end of the building.

The directors of the Jubilee Hospital, Victoria, B. C., have decided to erect a medical officer's residence about 150 ft. east of the women's ward. It will cost about \$2,500.

James Paterson, druggist, Wiarton, Ont., intends erecting a three storey brick building to be used for a bank and offices. It will be equipped with fireproof vaults, heating and lighting plant.

The new Roman Catholic church at Edmonton, N.W.T., is to have four steeples, each sheeted with metal. The exterior will also be finished with metal. Several stained glass windows will be put in.

The Ottawa Dairy Co. have awarded the following contracts for their new building on Somerset street: Masonry and brick-



**HOT WATER
INSTANTLY,
NIGHT OR DAY.**
Boiling Water
in a Minute.
Hot Bath When Wanted

**EWART'S
"LIGHTNING"
GEYSER
FOR GAS OR OIL.**

346 EUSTON ROAD,
LONDON, ENGLAND.
Illustrated Price List Free.

A Good Steam Trap

The **Heintz** is a requirement of importance.

combines
simplicity
and
stability.

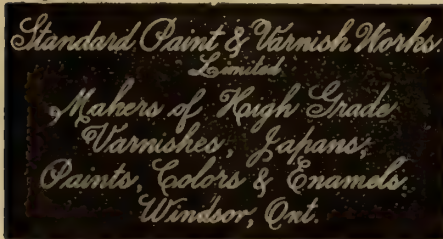
**Steam
Saver**

Positively prevents waste.

Only Medal Awarded at Industrial Exposition, 1900.

Write for Booklet.

The JAS. MORRISON BRASS MFG. CO.
TORONTO. Limited



Portland Cements

BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL.



**Ontario Nut Works, Paris
BROWN & CO.**

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon

KNOX HENRY

Heavy Hardware and Metal Broker
Room 220% Board of Trade, MONTREAL.

TACKS, CUT NAILS, WIRE NAILS, HORSE
SHOES, HORSE NAILS, SPIKES,
BOLTS, NUTS, ETC.

SPECIALTIES — "C" Brand Horse Nails —
Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co.,
Limited, Birmingham, Eng.

TRADE



MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

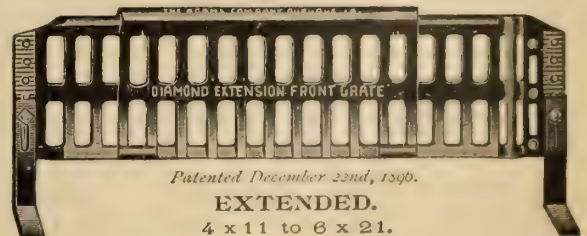
Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

**Diamond
Adjustable Cook
Stove Damper**

Patented March 14th, 1893.



Patented December 22nd, 1896.

EXTENDED.
4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
A. R. WOODYATT & CO., Guelph, Ontario.

ROUND RE-ACTING WASHER

Quickest selling Washing Machine on the
market.

None more satisfactory to dealers or users.
Every home requires a good Washing
Machine.

Every Merchant should handle them.
Prices and full particulars on application.

THE...

Dowswell Manufacturing Co.
Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son,
Montreal, Que.



CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word
each insertion, cash in advance. Letters, figures,
and abbreviations each count as one word in estimat-
ing cost.

BUSINESS OPENING.

A N energetic young man, with four or five thous-
and dollars, could find a good opening in a
general hardware, stove and kitchen-ware business
in a city of 12,000.

Box 13, HARDWARE AND METAL, Toronto.
(40)

SITUATION WANTED.

CANADIAN MANUFACTURERS' AGENT,
who had great success at the World's Fair,
wishes to represent Canadian firm at the Pan-
American Exposition, Buffalo, 1901. Write for
full particulars. H. J. DALE, Gore's Landing,
Ont.
(42)

work to Felix McCullough; roofing to J. Herbert & Son, Bank street; galvanized iron work to McKinley & Northwood, and steel beams to E. Arnoldi. A few of the other contracts were withheld owing to the tenders not being complete. The total cost of the building and equipment will be between \$40,000 and \$50,000.

PLUMBING AND HEATING NOTES.

David Duclos has registered as proprietor of Duclos & Co., plumbers, Quebec.

The Niagara Falls Gas Co., Limited, Niagara Falls, Ont., has been incorporated.

It is proposed to overhaul the heating and plumbing of the Jubilee Hospital, Victoria.

The authorities of Victoria Hospital, London, Ont., are considering the extension of the heating plant at the hospital.

Thomas F. Benbow, contractor, Ottawa, has assigned to T. W. McDermott, and a meeting of his creditors will be held on October 2.

James Cummings, plumber, Hamilton, Ont., was married at St. Marys, Ont., on Tuesday, to Miss Georgina Squibb, formerly of the T. H. and B. office, Hamilton.

At the Labor Congress held in Ottawa last Saturday, the following resolution was passed:—"That whereas a great cause of disease is insanitary plumbing, application be made to the various Governments for legislation requiring the authorities of all municipalities with waterworks and sewerage systems to appoint a permanent plumbing inspector."

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to G. E. Forfar, for four residences on Golden avenue, near Dundas street, to cost \$4,000; to The Canadian Express Co., for brick offices and shipping-rooms at the corner of York and Station streets, to cost \$12,000; to M. H. MacLeod, for a residence at 34 Leopold street, to cost \$3,000; to the Imperial Bank, for a brick vault at the rear of the bank building at the corner of Yonge and Queen streets, to cost \$1,500; to the corporation of Toronto, for alterations to the Technical School building, on College street, near McCaul street, to cost \$10,000; to J. C. Williams, for a brick dwelling on the corner of Howland and Simpson avenues, to cost \$2,200; to R. G. Kennedy, for a residence at 298 Perth avenue, to cost \$1,500; to Andrew Nelson, for a pair of semi-detached houses on Huron street, near St. Thomas' Church, to cost \$6,000; to Henry Wood, for a brick detached residence at 606 Spadina avenue, to cost \$4,000; to Peter Ryan, for a dwelling on Wolseley street, near Bathurst street, to cost \$1,500; to C. A. Dimmick, for three houses at 63,

65 and 71 Sussex avenue, to cost \$9,000, and to Wm. Bradley, for a brick residence on Bedford road, near Davenport road, to cost \$1,000.

PLUMBING AND HEATING CONTRACTS.

Henry Dakan, plumber, Galt, Ont., has the contract for steam heating Hotel Grant, Galt. A Dominion Radiator plant will be installed.

Parnell & Bauld, plumbers, St. Catharines, Ont., have the contract for heating the Russell House, St. Catharines.

The Bennett & Wright Co., Limited, have the contract for plumbing, heating and lighting a house on Madison avenue for Fraser Macdonald; for plumbing, heating and lighting a residence on Lowther avenue for Dr. Harris; for plumbing, heating and lighting a residence on Crescent road for Mr. Page; for heating the Bell Telephone offices at Berlin, Ont., and on Temperance street and Price's lane, Toronto; for heating and plumbing residences for W. D. Matthews, G. H. Watson, Q.C., and W. P. Riddell, Q.C., St. George street.

THE COAL MINES OF CHINA.

There is little doubt, says Commercial Intelligence, that the coal deposits in China are the largest in the world, and Herr Von Richthofen, the famous German geologist, estimated the anthracite coal deposits in the southern portion of the province of Shansi at 630 milliards of tons. But these are only a small part of China's wealth of coal, more especially in the provinces of Shansi, Hunan, Shantung, Szechwan and Yunnan. The deposits in the two latter provinces seem more especially to tempt the French. The Manchurian coal deposits are already, to a great extent, under direct Russian control. The mining of coal in China is far older than in Europe, more especially in the western and northern part of the Chinese Empire, where it dates back more than a thousand years. That the manner in which the Chinese exploit their coal mines is entirely out of date goes without saying. In the vicinity of Pekin there is, according to the reports of certain travelers, a coal mine worked on a somewhat larger scale for the Imperial Palace, but otherwise the owner of the land where coal is found generally confines himself to breaking it for his own private use, selling a little, perhaps, to his neighbors. The Kaiping coal mine is an exception to the rule, being worked on a large scale, in a completely rational manner, with an output of 600,000 or 700,000 tons of coal a year. These mines, which are under the management of a high mandarin, supply the coal to the Chinese railways.

"Not in the Trust."

The Toronto Silver Plate Co.,
LIMITED.

Silversmiths and Manufacturers

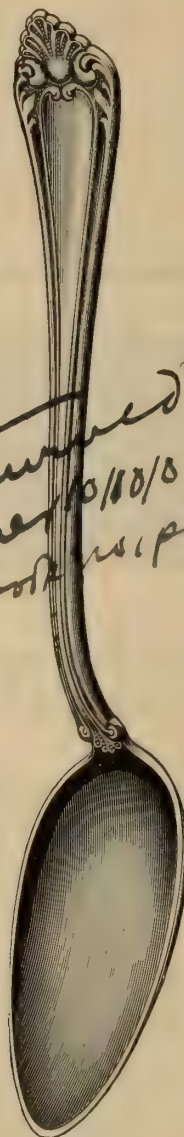
—OF—

ELECTRO SILVER PLATE

Our line both in Sterling Silver and Electro Silver Plate is very complete.

Wait until one of our six travelers has called upon you or you have received a copy of our new catalogue before placing your season's order.

Below we illustrate a new pattern of Flatware:



*Returned to
owner 10/10/00 see
cut book page 86*

"EUCLA"

For List Prices, see Milton Pattern
Catalogue No. 16.

Factories and Salesrooms
King St. West, TORONTO,
CANADA.

E. G. GOODERHAN, Managing Director.

"MIDLAND" BRAND Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

James Warnock & Co., - Galt, Ont.

CURRENT MARKET QUOTATIONS.

September 28, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 35	0 36
Straits	0 35	0 36

Tinplates.

Charcoal Plates—Bright	Per box
M.L.S., equal to Bradley	\$7 00
I.C., usual sizes	8 50
I.X., "	10 00
Famous—	
I.C., "	7 50
I.X., "	8 50
I.X.X., "	9 50
Raven & Vulture Grades—	
I.C., usual sizes	5 00
I.X., "	6 00
I.X.X., "	7 00
I.X.X.X., "	8 00
D.C., 12½x17	4 75
D.X., "	5 50
D.X.X., "	7 50

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 30
I.C., special sizes, base	4 30
20x28	8 75

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	9 00
I.X., Terne Tin	11 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
X X., 14x56, 50 sheet box	0 07
" 14x60, "	0 07½
" 14x65, "	0 07½
Tinned Sheets.	
72x60 up to 24 gauge	0 08
" 26 "	0 08½
" 28 "	0 09

Iron and Steel.

Common Bar, per 100 lbs	1 70
Refined	2 10
Horse Shoe Iron	1 95
Hoop steel, 1½ to 3 in. base,	
extra for smaller sizes	3 25
High Shoe Steel base	2 00
Steel	2 10
Machinery	2 25
Cast Steel, per lb	0 00
Toe Calk Steel	2 45
T. Firth & Co's special cast steel, per lb	0 12

Boiler Tubes.

1½-inch	0 21½
2-inch	0 13½
2½-inch	0 16
3-inch	0 17½

Steel Boiler Plate.

¼ inch	2 25
3-16 inch	2 25
¼ inch and thicker	2 25

Black Sheets.

18 gauge	3 10
20 "	3 10
22 to 24 "	3 20
26 "	3 30
28 "	3 40

Canada Plates.

All dull, 52 sheets	3 15
Half polished	3 25
All bright	3 85

Iron Pipe.

Discounts are as follows—Black pipe, ¼ to ¾ in., 40 per cent.	¾ in., 60 per cent.
2 in., 60 per cent.	Larger sizes, 50 and 5 per cent.
Galvanized pipe, ¼ in., 40 per cent.	¾ to 2 in., 50 per cent.

Galvanized Sheets.

G. C. Comet. Amer. Head.	
16 gauge	4 25
18 to 24 gauge	4 20
26 "	4 35
28 "	4 45
28 "	4 35
28 "	4 60
28 "	4 70
28 "	4 50
28 "	4 85
28 gauge American equals 26 gauge English.	

Chain.

Proof Coil, 3-16 in., per 100 lb	
" ¼ "	7 50
" 5-16 "	8 00
" ¾ "	4 75
" 1 "	5 10
" 1 ¼ "	4 25
" 1 ½ "	4 25
" 1 ¾ "	4 00
" 2 "	3 75
" 2 ¼ "	4 00
" 2 ½ "	3 50
" 2 ¾ "	3 25
" 3 "	3 50

Halter, kennel and post chains, 40 and 50 p.c.	
Cow ties	40 p.c.
Stall fixtures	35 p.c.
Trace chain	30 and 10 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

Copper.

Ingot	
English B. S., ton lots	0 19
Lake Superior	0 20

Bolt or Bar.

Cut lengths round, ½ to ¾ in.	0 23½
round and square	0 23½
1 to 2 inches	0 23½

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 23
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.	
Tinned copper sheets	0 26
Planished	0 32

Brass.

Rod and Sheet, 14 to 30 gauge, 10 per cent.	
Sheets, hard-rolled, 2x4	0 24
Tubing, base, per lb.	0 24

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 28
Spun, per lb.	0 32

Zinc Spelter.

Foreign, per lb	0 06
Domestic	0 06½

Zinc Sheet.

5 cwt. casks	7 00
Part casks	7 50

Lead.

Imported Pig, per lb	0 05
Bar, 1 lb.	0 06½
Sheets, 2½ lbs. sq. ft., by roll	0 05½
Sheets, 3 to 6 lbs.	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. d. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freight equalized on Montreal.

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder.

Bar half-and-half	Per lb.
Refined	0 21
Wiping	0 20½

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 11
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White Lead.

Pure	Per cwt.
No. 1 do	6 62½
No. 2 do	5 87½
No. 3 do	5 50
No. 4 do	5 12½
Munro's Select Flake White	7 12½
Elephant and Decorators' Pure	6 87½

F.O.B. Toronto, Hamilton, London.

Red Lead.

Genuine, 560 lb. casks, per cwt.	\$5 50
Genuine, 100 lb. kegs, per cwt.	5 75
No. 1, 560 lb. casks, per cwt.	5 25
No. 1, 100 lb. kegs, per cwt.	5 00

White Zinc Paint.

Elephant Snow White	0 08
Pure White Zinc	0 09
No. 1	0 06
No. 2	0 05

Dry White Lead.

Pure, casks	5 75
Pure, kegs	6 25
No. 1, casks	5 50
No. 1, kegs	6 00

Prepared Paints.

In ¼, ½ and 1 gallon tins.	
Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 75
The Sherwin-Williams Paints	1 35
Canada Paint Co's Pure	1 20
Sanderson Percy's Pure	1 20
Stewart & Wood's Champion Pure	1 20

Colors in Oil.

25 lb. tins, Standard Quality.	
Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French	0 05
Marine Black	0 09
Green	0 08
Chrome	0 10
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls	1 35
Yellow Ochre (J.F.L.S.), bbls	2 75
Yellow Ochre (Royal)	1 10
Brussels Ochre	2 00
Venetian Red (best), per cwt.	1 80
English Oxides, per cwt.	3 00
American Oxides, per cwt.	1 75
Canadian Oxides, per cwt.	1 75
Super Magnetic Oxides, 93 p.c.	2 00
Burnt Sienna, pure, per lb.	0 10
Umber	0 10
do Raw	0 09
Drop Black, pure	0 09
Chrome Yellow, pure	0 18
Chrome Greens, pure, per lb.	0 12
Golden Ochre	0 03½
Ultramarine Blue in 28-lb boxes, per lb.	0 08
Fire Proof Mineral, per 100 lb.	1 00
Genuine Eng. Litharge, per lb	0 07

Mortar Color, per 100 lb.	1 25
English Vermilion	0 80
Pure Indian Red, No. 45, lb.	0 80
Whiting, per 100 lb.	0 55

Blue Stone.

Casks, for spraying, per lb.	0 07
100-lb. lots, do, per lb.	0 08

Patty.

Bulk in bbls.	1 95
Bulk in less quantity	2 10
Bladders in bbls.	2 10
Bladders in kegs, boxes or loose	2 25
Bladders in 25-lb. tins	2 35
Bladders in 12½-lb. tins	2 60
Bladders in 10-lb. tins, less than 100 lb	2 80

Varnishes.

(In 5-gal. lots.)	Per gal.
Carriage, No. 1	2 90
" body	3 30
" rubbing	4 00
Gold Size, Japan	3 00
Brown Japan	2 40
Elastic Oak	2 40
Furniture, extra	2 40
" No. 1	1 60
Hard Oil Finish	2 70
Light Oil Finish	3 20
Demar	3 30
Shellac, white	4 40
" orange	4 00
Furniture Brown Japan	1 60
Black Japan	2 40
No. 1	1 60

Discount—general trade discount, 50 per cent. and four months' time; special cash discount of 3 per cent. in thirty days, or 3½ per cent. spot cash.



The Imperial Varnish & Color Co's., Limited
Elastilite Varnish
1 gal. can, each.
\$2.00.

Granatine Floor Finish, per gal.
\$2.00.

Maple Leaf Coach Enamels;
Size 1, 60c.;
Size 2, 35c.; Size 3, 20c. each.

Linseed Oil.

1 to 4 bbls delivered	\$0 81
5 to 9 bbls	\$0 83
Toronto, Hamilton, London and Guelph 2c. less.	

Turpentine.

Single barrel, freight allowed	0 59
2 to 4 barrels	0 58
Toronto, Hamilton, London, Guelph, 2c. less.	

Castor Oil.

East India, in cases, per lb.	0 10
small lots	0 11

Cod Oil, Etc.

Cod Oil, per gal.	0 50
Pure Olive	1 20
" Neatsfoot	90

Glue.

Common	0 31
French Medal	0 14
Cabinet, sheet	0 12
White, extra	0 16
Gelatine	0 22
Strip	0 18
Coopers	0 19
Huttner	0 18

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B.

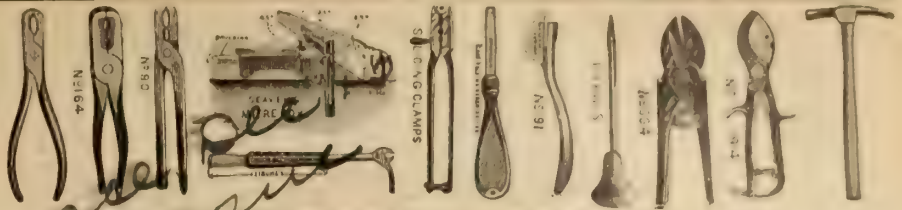
Cold Storage Lining

AND

.. Ruberoid Roofing ..

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.

Also Razors, Strops, Glass Cutters, Etc.

Write for new Catalogue

Hardwood CHARCOAL WOOD ALCOHOL

in Bulk or Sacks.

equalling Methylated Spirits as a solvent.

Manufactured only by..

THE STANDARD CHEMICAL CO., Limited

Factories: { Fenelon Falls,
Deseronto.

Gooderham Building, TORONTO

HORSESHOES.

	F.O.B. Montreal. No. 2 and larger.	No. 1. and smaller.
Iron Shoes.		
Light, medium, and heavy.	3 65	3 90
Snow shoes.	3 90	4 15
Steel Shoes.		
Light.	3 85	4 10
Featherweight (all sizes).	5 10	5 10
F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.		
Toe weight steel shoes.	6 70	

JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June 1899.

ICE PICKS.

Star per doz.	3 00	3 25
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KETTLES.

Brass spun, 7½ p.c. dis. off new list.		
Copper, per lb.	0 30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.

Lock, Can., dis., 27½ p.c.		
Cabinet, trunk, and padlock, Am. per gross.		60

KNOBS.

Door, japanned and N.F., per doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L. screw, per gross.	1 30	4 00
White door knobs—per doz.		1 25

HAY KNIVES.

Discount, 50 and 10 per cent.		
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LAMP WICKS.

Discount, 60 per cent.		
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LANTERNS.

Cold Blast, per doz.	7 50	
No. 3 "Wright's"	8 50	
Ordinary, with O burner	4 25	
Dashboard, cold blast	9 50	
No. 0.	6 00	
Japanning, 50c. per doz. extra.		

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20	5 60
Galvanized	1 87	3 35
King, wood.	2 25	2 90
King, glass.	4 00	4 50
All glass.	1 20	1 30

LINES.

Fish, per gross.	1 05	2 50
Chalk	1 90	7 40

LOCKS.

Canadian, dis. 33½ p.c.		
Russell & Erwin, per doz.	3 05	3 25
Cabinet.		

PADLOCKS.

English and Am., per doz.	50	6 00
Scandinavian.	1 00	2 40

EAGLE, dis. 30 p.c.

English and Am., per doz.	50	6 00
Scandinavian.	1 00	2 40

EAGLE, dis. 15 to 17½ p.c.

Flat head, discount 25 p.c.		
Round Head, discount 20 p.c.		

MALLETS.

Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each.	60	2 00

NAIL CUTTERS.

Canadian, per doz.	8 50	1 00
American, dis. 25 to 30 p.c.		
German, 15 per cent.		

MILK CAN TRIMMINGS

Discount, 25 per cent.		
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NAILS.

Quotations are:	Out.	Wire.
2d. and 3d.	\$3 30	\$4 10
3d.	3 77	
4 and 5d.	3 00	3 60
6 and 7d.	2 90	3 45
8 and 9d.	2 75	3 25
10 and 12d.	2 70	3 20
16 and 20d.	2 65	3 15
30, 40, 50 and 60d. (base).	2 60	3 10

STEEL CUT NAILS 10c. extra.

Miscellaneous wire nails, dis. 70 per cent.		
Coppers' nails, dis. 30 per cent.		
Flour barrel nails, dis. 25 per cent.		

NAIL FULLERS.

German and American.	1 85	3 50
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NAIL SETS

Square, round, and octagon, per gross.	3 35	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 40 and 5 per cent. for McMullen's.		
OAKUM.	Per 100 lb.	
Navy	6 00	
U. S. Navy	7 25	

OIL.

Water White (U.S.)	0 16½	
Prime White (U.S.)	0 15½	
Water White (Can.)	0 15	
Prime White (Can.)	0 14	

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz.	0 00	10 00
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Zinc and tin, dis. 50, 50 and 10.

Copper, per doz.	1 25	3 50
Brass,	1 50	3 50
Malleable, dis. 25 per cent.		

GALVANIZED PAIRS.

Dufferin pattern pairs, dis. 50 to 60 and 10 p.c.		
Flaring pairs, discount 45 per cent.		
Galvanized wash tubs, discount 45 per cent.		

PIECED WARE.

Discount 40 per cent. off list, June, 1899.		
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PICKS.

Per doz.	6 00	9 00
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PICTURE NAILS.

Porcelain head, per gross.	1 50	3 00
Brass head,	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 50 per cent.		
American dis. 50.		
Wood, fancy Canadian or American, 37½ to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.		
Miscellaneous, dis. 25 to 27½ per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.

English, per doz.	2 00	5 00
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PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½ 40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.		
Fuller's work, discount 65 per cent.		
Rough stops and stop and waste cocks, dis- count, 60 per cent.		
Jenkins' disk globe and angle valves, dis- count, 55 per cent.		
Standard valves, discount, 60 per cent.		
Jenkins' radiator valves, discount 55 per cent.		
standard, dis., 60 p.c.		
Quick opening valves, discount, 60 p.c.		
No. 1 compression bath cock.	2 00	
No. 4 "	2 00	
No. 7, Fuller's	2 50	
No. 4½, "	3 00	

POWDER.

Velox Smokeless Shotgun Powder.		
100 lb. or less	0 85	
1,000 lb. or more.	0 80	
Net 30 days.		

PRESSED SPIKES.

Discount, 25 per cent.		
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PULLEYS.

Hothouse, per doz.	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.	0 35	2 50

PUMPS.

Canadian cistern	1 80	3 80
Canadian pitcher spout.	1 40	2 10

PUNCHES.

Saddlers', per doz.	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

RANGE BOILERS.

Galvanized, 30 gallons	7 25	
" 35 "	8 15	
" 40 "	9 25	
Copper, 30 "	22 00	
" 35 "	26 00	
" 40 "	30 00	
Discount off Copper Boilers 10 per cent.		

RAKES.

Cast steel and malleable Canadian list dis. 50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heller's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00	18 00
Baker's	7 50	11 00
Wade & Cutcher's	3 60	10 00
Thiele & Quaker's	7 00	12 00
Elliot's	4 00	18 00

REAPING HOOKS.

Discount, 50 and 10 per cent.		
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REGISTERS.

Discount, 40 per cent.		
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RIVETS AND BURRS.

Iron Rivets, discount 60 per cent.		
Iron Burrs, discount 55 per cent.		
Black and Tinned Rivets, 60 p.c.		
Extras on Iron Rivets in 1-lb. cartons, ½c per lb.		
Extras on Iron Rivets in ½-lb. cartons, 1c. per lb.		
Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets in ½-lb. cartons, 1c. per lb.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.

Canadian, dis. 35	37½ per cent.	
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ROPE, ETC.

7-16 in. and larger, per lb.	8½	12½
¾ in. and larger, per lb.	9½	13½
¾ and 5-16 in.	11	14½
Cotton base, ¼-inch and larger	14½	
Russia Deep Sea	15½	
Jul.	15½	
Lath Yarn	9½	
New Zealand Rope	10½	

RULES.

Boxwood, dis. 75 and 10 p.c.		
Ivory, dis. 37½ to 40 p.c.		

SAD IRONS.

Mrs. Potts, No. 55, polished.	per set.	0 75
No. 50, nickle-plated.		80

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.		
B & A. sand, 40 and 2½ per cent.		
Emery, 40 per cent.		

SAP SPOUTS.

Bronzed iron with hooks, per doz.	9 50	
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SAWS.

Hand, Disston's, dis. 12½ p.c.		
S. & D., 40 per cent.		
Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
" frame only.	0 75	

SASH WEIGHTS.

Sectional, per 100 lbs.	3 25	
Solid,	1 50	

SASH CORD.

Per lb.	0 23	0 30
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SAW SETS.

"Lincoln," per doz.	6 50	
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SCALES.

B. S. & M. Scales, 45 p.c.		
Champion, 65 per cent.		
Fairbanks Standard, 35 p.c.		
" Dominion, 55 p.c.		
" Richelieu, 55 p.c.		
Chatillon Spring Scales, 10 p.c.		

SCREW DRIVERS.

Sargent's, per doz.	0 65	1 00
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SCREWS.

Wood, F. H., iron, and steel, 80 p.c.		
Wood, R. H., " dis. 75 p.c.		
" F. H., brass, dis. 75 p.c.		
Wood, R. H., " dis. 67½ p.c.		
" F. H., bronze, dis. 67½ p.c.		
" R. H., 62½ p.c.		
Drive Screws, 80 per cent.		
Bench, wood, per doz.	3 25	4 00
" iron,	4 25	5 75

SCYTHES.

Discount, per doz. net.	9 00	15 00
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SCYTHE SNATHS.

Canadian, dis. 45 p.c.		
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SHEARS.

Bailey Cutlery Co., full nickled, dis. 60 p.c.		
Seymour's, dis. 50 and 10 p.c.		

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.		
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SINKS.

Steel and galvanized, discount 45 per cent.		
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SNAPS.

Harness, German, dis. 25 p.c.		
Lock, Andrews.	4 50	11 50

SOLDERING IRONS.

1, 1½ lb., per lb.	0 37	
lb. or over, per lb.	0 34	

SQUARES.

STANDARD CHAIN CO., PITTSBURGH, U. S. A.

MANUFACTURERS OF CHAIN OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

For Provinces of Ontario and Quebec.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For other Provinces.

Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued and tinned	65 and 5
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" bulk	40

TAPE LINES.	
English, ass skin, per doz....	2 75 5 00
English, Patent Leather....	5 50 9 75
Chesterman's each.....	0 90 2 85
steel, each	0 80 8 00

THERMOMETERS
Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.
Payson's per doz..... 2 60

TRAPS. (Steel.)
Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.	
Disston's discount 10 per cent.	
German, per doz.....	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.	
Bag, Russian, per lb.....	0 21
Wrapping, mottled, per pack	0 50 0 60
Wrapping, cotton, per lb	0 17 0 18
Mattress, per lb.....	0 33 0 45
Staging, "	0 27 0 35
Broom, "	0 30 0 55

VICES.	
Hand, per doz.....	4 00 6 00
Bench, parallel, each	2 00 4 50
Coach, each	6 00 7 00
Peter Wright's, per lb.....	0 12 0 13
Pipe, each	5 50 9 00
Saw, per doz	6 50 13 00

ENAMELLED WARE.
White, Princess, Turquoise, Blue and White,
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRE.
Brass wire, 50 to 50 and 2½ per cent. off the
list.
Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.
Smooth Steel Wire, base, \$3.00 per 100
lb. List of extras: Nos. 2 to 5,

vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.—
spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 15 per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95
No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15
No. 12, \$3.35—No. 13, \$3.45—No. 14,
\$4.50—No. 15, \$5.00—No. 16, \$5.25.
Clothes Line Wire, 19 gauge,
per 1,000 feet..... 3 30

WIRE FENCING.		F.O.B.
Galvanized 4 barb, 2½ and 5	Toronto	
inches apart.....		3 00
Galvanized, 2 barb, 4 and 6		
inches apart.....		3 00
Galvanized, plain twist.....		3 25
Galvanized barb, f.o.b. Cleveland, \$2.85 in		
carlots, and \$2.95 in less than carlots.		
Terms, 60 days or 2 per cent. in 10 days.		
Ross braid truss cable		4 50

WIRE CLOTH.
Painted Screen, per 100 sq. ft., net... 2 00
Terms, 4 months, May 1; 3 p.c. off 30 days.

WRENCHES.	
Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each.....	2 00 7 00
" S., per doz.....	5 80 6 00
G. & K's Pipe, per doz.....	3 40
Burrell's Pipe, each.....	3 00
Pocket, per doz.....	0 25 2 90

WRINGERS.
Leader.....per doz. \$60 00
Royal Canadian" 58 00
Royal American" 50 00
Discount, 45 per cent.; terms 4 months, or
p.c. 30 days.

WROUGHT IRON WASHERS
Canadian make, discount, 25 per cent.

CORDAGE . .

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Tarred Hemp Rope	Lathyrn	Spunyarn
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is the best. Name on every barrel. Special quotations for import.

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BABBITT
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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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Not connected with any Shear Combination.

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...ESTABLISHED 1849...

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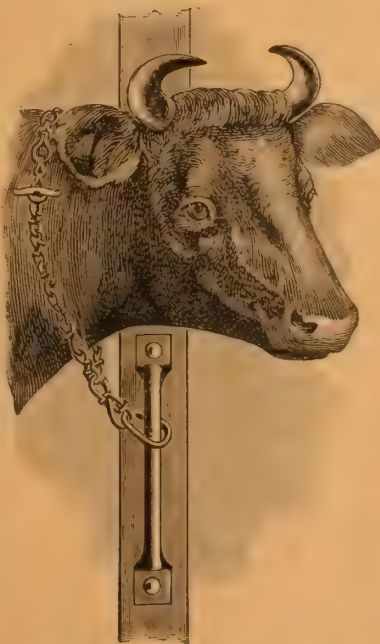
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Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short, with prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

The stall fixture is made from a tough quality of steel and is very strong. Also, owing to its circular cross-section, it is exceedingly rigid. Its simplicity, convenience, cheapness, and ease of attaching make it very popular with cow tie users.

This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

For sale by all Jobbers; manufactured by

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

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Special Prize

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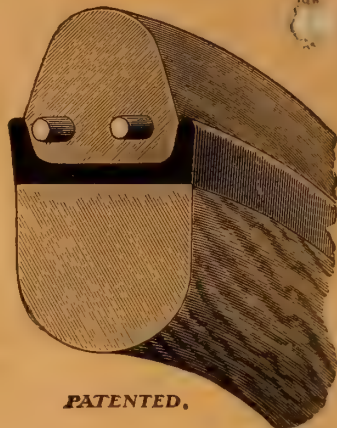
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SOLID RUBBER TIRES

FOR CARRIAGES.

Ninety per cent. of all the
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**"Kelly-
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Battery Park Building,
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Specifications for Black and
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Sole Agents in Canada for American Sheet Steel Company.

Cost does not end
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There's the working to be considered.
Imperfect material means imperfect
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"BEST BEST POPLAR" BRAND
GALVANIZED FLAT SHEETS

Always turn out well, smooth,
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HARDWARE

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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, OCTOBER 6, 1900.

NO. 40

"TANDEM" ANTI-FRICTION METAL.

The Most Economical.
The Least Wearing.
The Most Durable.
Friction Preventing.

"Tandem" Metals are better than
any other for their purpose,
and are, therefore:

Resistance Reducing.
Journal Preserving.
Power Increasing.
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A QUALITY

For Heaviest Pressure and Medium Speed
or Heavy Pressure and High Speed.

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For Heavy Pressure and Medium Speed
or Medium Pressure and High Speed.

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For Medium Pressure and High Speed
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THE TANDEM SMELTING SYNDICATE, LIMITED

The largest smelters of Anti-Friction
Metals in Europe.

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UNIFORMITY

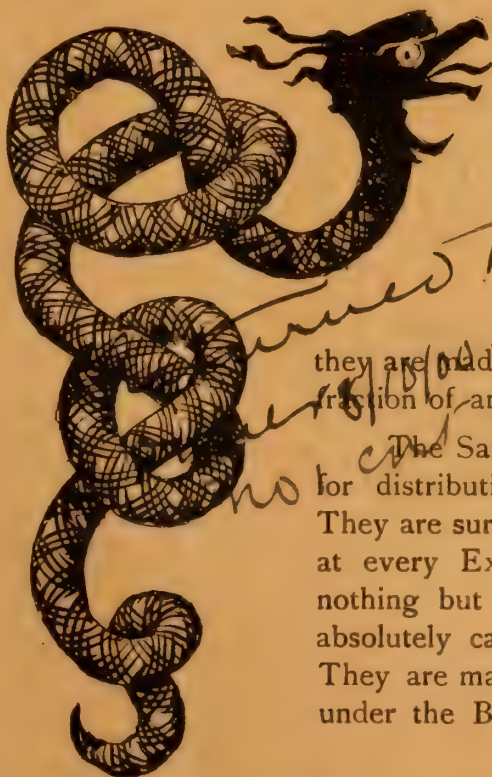
That is what explains more than anything else the popularity of "**Queen's Head**" Iron—uniformity in quality, weight, flatness, and galvanizing. The only variation is in the direction of improvement, and we claim that the quality is a little better this year than ever before.

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Circles,
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Angles.

Those light,
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Safford Radiators (the original invention in screw-threaded nipple connections—no rods, bolts or packing), are made in twenty-five different styles to fit circles, curves and angles. And

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The Safford Radiators embody the best method known to Science for distributing the best kind of heat—**hot water and steam**. They are sure, safe, economical. They have taken the highest awards at every Exhibition of importance since the World's Fair where nothing but practical results decided the question. Above all, they absolutely cannot leak, because they have screw nipple connections. They are made and guaranteed by the largest Radiator Manufacturers under the British Flag.

The Dominion Radiator Co., Limited, Toronto, Ont.

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We can let you have specially low prices on structural iron work.

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Manufacturers of . . .

Bar Iron and Steel
Nails, Spikes
Horse Shoes . .
Bolts, Washers, etc.

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ONTARIO.

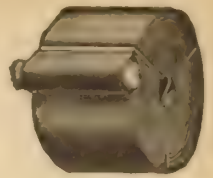
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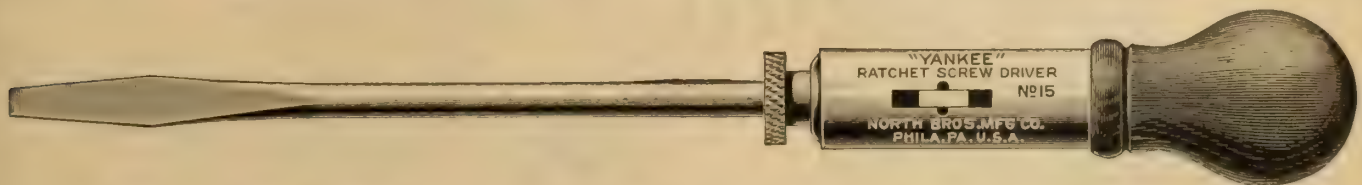
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insure the best
of wear for the
money.

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**MONTREAL,
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SOME OF THE NEWER "YANKEE" TOOLS



No. 15 "Yankee" Ratchet Screw Driver

RIGHT AND LEFT HAND, AND RIGID, WITH FINGER TURN ON BLADE—2, 3, 4 and 5-in. BLADES.



No. 20 "Yankee" Spiral-Ratchet Screw Driver

RIGHT HAND ONLY, AND RIGID. 3 SIZES, EXTREME LENGTH OPEN, INCLUDING BIT—14, 17 and 19-inches.

Sold by Leading Jobbers
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WE WOULD LIKE

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"Premier"

White

Blue and White

White Decorated

"Star" Decorated

STEEL
Enamelled
WARE

ARE
Right
IN

Price
Durability
Color
Shapes
Variety
Finish.

Leaders for all seasons, trade-winners, business-builders.

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ESTABLISHED 1860.

INCORPORATED 1895.

Canada Plates

Ordinary Quality

18 X 21 X 60 sheets.
18 X 24 X 52 "
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Best All-Bright

18 X 21 X 60 sheets.
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Full . . .
Machine-made

Guns, Interchangeable in all parts



Write for Catalogue full line of Arms and Ammunition.

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IRON MERCHANTS

Importers of
British and Foreign

HARDWARE.

WINNIPEG - CANADA.

TRIED,
TESTED
and TRUE.

THE

"GOOD CHEER ART"

BASE BURNER.

—SECOND YEAR—

Every Stove sold last season gave
Unbounded Satisfaction
and we expect a big trade in them this year.

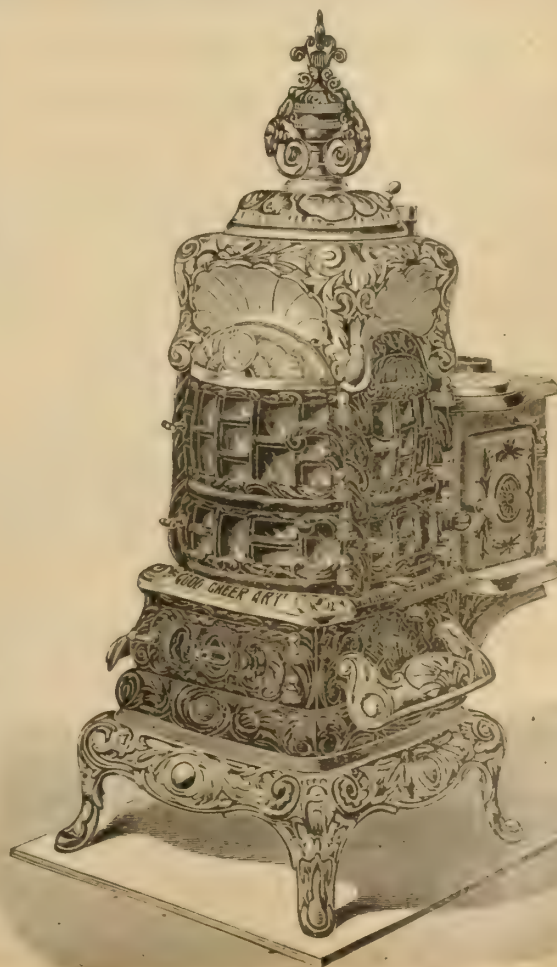
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OUR NEW CATALOGUE IS NOW READY.

The Jas. Stewart Mfg. Co.

WOODSTOCK, ONT.

Limited



OUR NEW HEATER THAT BURNS ANY KIND OF FUEL

Your stock this Fall will not be complete without a line of these splendid stoves.

THE OXFORD

Hot-Blast Air-Tight

FLORENCE

Burns hard or soft coal, slack, lignite, coke or wood. What's more, it is a very moderate-priced stove, and enormously powerful.

Some special features are: The new idea Deflector Fire Pot, which, in connection with the Deflector Ring, forces the heat to the floor, and the Hot-Blast Attachment which provides for the complete consumption of all the gases, even when soft coal is used, and causes a noteworthy saving in fuel.

Our guarantee of its superiority should be sufficient to make you write for price list and fuller information.

Made in 2 sizes. Selling at small figures.

THE GURNEY FOUNDRY CO.,

TORONTO. WINNIPEG. VANCOUVER.

THE GURNEY-MASSEY CO., LIMITED. MONTREAL.



THE LONG EVENINGS OF WINTER ARE
COMING---WHAT SORT OF LIGHT ARE YOU
GOING TO USE?

Greasy Candles, Smelly Oil Lamps,
Poor Electricity or Flickering Gas?

Isn't it about time to make
a change and

GET more Light
For . . .
Less Money?

GET 100 Candle
Power
for 50c. a month.

GET the Light of Eight Oil
Lamps for the cost of Two.

GET AN AUER GASOLINE LAMP.

Your money back if you don't like it.

Write for Catalogue . . .

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E. Simpson & Co., Moose Jaw,
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ISLAND CITY

REGISTERED
TRADE MARK



The best way for a hardware dealer to insure the success
of his business is to handle

The Island City Mixed Paints
Floor Paint dries hard in 8 hours
The Island City Varnishes
The Island City White Lead
The Island City Pure Colors in Oil
and Japan.

Customers are sure when they buy our Island City Paints
that they get the best value for their money.

P. D. DODS & CO., Proprietors, 188-190 McGill Street,
MONTREAL.
TORONTO, HALIFAX, WINNIPEG.

TRADE

C

MARK

**Canada
Horse
Nail
Company**

Montreal

Established 1865.

Horse Nails

with the "**C**" brand and our name on the box, have our absolute guarantee that every nail is perfect.

They are hot forged from the best Swedish Charcoal Steel Nail Rods, combining the best process and the best material known for making a horse nail.

They will wear longest, as they are the toughest, and drive easier than any other, by reason of their faultless design and perfect hardened points.

Every dealer in horse nails will find it to his advantage to sell our "**C**" brand in preference to any other, as they are the best known to the Farrier trade, and conceded by them whenever used, to be the most satisfactory nail to use.

They are to be obtained from nearly all the leading wholesale dealers in Canada. If you cannot get our "**C**" brand on order from them, do not accept substitutes, but apply direct to us.

THE TORONTO SILVER PLATE CO., Limited, Silversmiths and Manufacturers of Electro Silver Plate.

Our line of **NEW GOODS** in both Hollow and Flat Ware is very complete.
Write for Catalogue or wait until one of our travellers has called on you before placing your Christmas order.



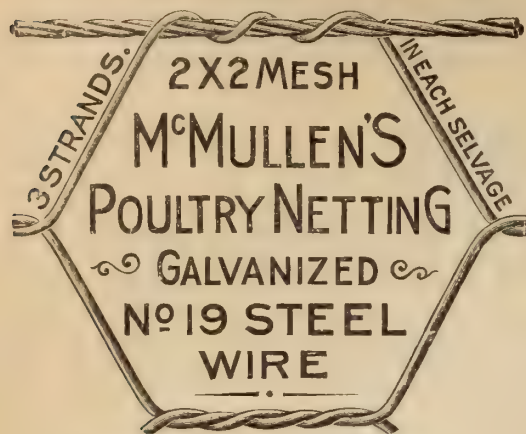
No. 301—Jelly Dish (Double), \$6.50 list.

No. 2470—Epergne, \$6.75 list.

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Factories and Salesrooms: **KING ST. WEST, TORONTO, CANADA.**

E. G. GOODERHAM,
Managing Director.



Agent for Railway Fencing :

McMULLEN'S

POULTRY NETTINGS and **LAWN FENCINGS** are not surpassed in the world.

Their **WOVEN WIRE FENCINGS** have stood years of successful testing; special offers are now made on **HOG FENCINGS**.

All of the above goods are manufactured by **THE ONTARIO WIRE FENCING CO., Limited**, of Picton, Ont., and are sold by

The B. Greening Wire Co., OF HAMILTON and MONTREAL.
Limited.

GENERAL AGENTS; ALSO BY THE CANADIAN HARDWARE JOBBERS.

MR. JAMES COOPER, Montreal.

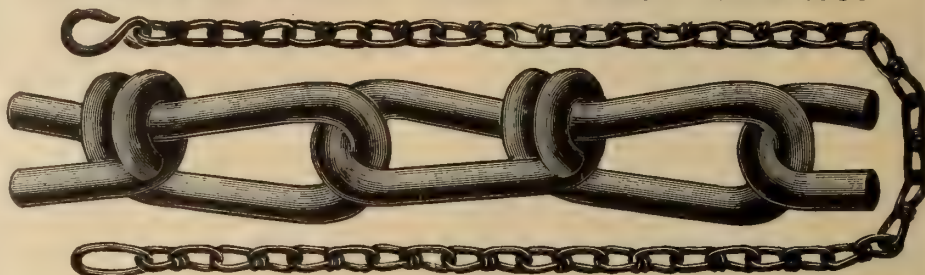
Always in Stock . . .

Antimony Aluminum
Bismuth Ingot Copper
Ingot Brass Pig Tin
Pig Lead
Solder Type-Metals, etc.

Syracuse Smelting Works

SYRACUSE and MONTREAL.

IMPROVED STEEL WIRE TRACE CHAINS.



Every chain guaranteed. Most profitable and satisfactory chain to handle.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

Don't push an article because it's **cheap**. Sell goods which have other merits as well.

KEMP'S SLICK OIL CAN

has all the points which go to make perfection in Oil Cans, and yet is not expensive.



No slop.

No waste of oil.

No more running over of lamps.

Flow of oil stops when lamp is full. Pump can be removed when can is sent to be refilled.

We would like to quote you prices.

Kemp Manufacturing Co., Toronto



President,
JOHN BAYNE MacLEAN,
Montreal.

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Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

A BUSINESS MEN'S LEAGUE.

THERE is a commendable movement on foot among Montreal business men to establish a business men's league under the guardianship of the board of trade, and it would appear as if it would be successfully inaugurated. The idea was first propounded by Mr. Henry Miles, vice-president of the Montreal Board of Trade, before the council of the board, and a committee now has the matter in hand. The committee consists of Messrs. F. W. Evans, treasurer of the Montreal Board of Trade; D. Robertson, C. Chaput, G. E. Drummond, James W. Knox and Henry Miles.

Mr. H. Bragg has been working up the membership of the league. He states that

satisfactory results have been obtained, and that a large number of business men, both wholesale and retail, are willing to back up the project financially.

About \$1,800 have been promised already, and this by small subscriptions, showing that many are interested. Some have promised to increase their subscriptions if more money is needed. All the associations of the Montreal business men, including the Chambre de Commerce, have favored the idea, and it may now be said that its establishment is assured.

The object of the business men's league will be the pushing forward of Montreal as a convention city. The organization has been found to work successfully in such places as St. John, N.B., and Halifax, while the board in Detroit claims that it brings \$2,000,000 a year into the city.

There is no reason why Montreal should not become a great convention city, for it has much to interest visitors, and the influx of summer tourists now taxes at times the enormous hotel accommodation of the place. One of the proposals is to advertise the city by the publication of a first-class guide book, free from advertisements except those of the railways and steamboat companies. A permanent secretary will be engaged and everything possible will be done to increase the city's floating population.

The auxiliary work of agitating for the improvement of the appearance of the city, in the respect of clean and well paved streets, beautiful squares and parks, will also be undertaken, for it is realized that the present filthy condition of many of the thoroughfares is disgusting, and particularly so to visitors. In some respects the league will be a sort of municipal reform associa-

tion. Its sphere of action is a wide one and ought to be of special interest to public-spirited citizens of the Canadian metropolis. The membership fee is \$5, and, as the league will, at its initiation, be under the guardianship of the board of trade, members may feel that their money will be properly and judiciously spent. The promoters deserve every encouragement.

THE SPORTING GOODS SEASON.

JUDGING from the reports that come from the manufacturers and wholesalers, a good trade is promised in such sporting goods as guns, rifles and ammunition this season.

The sporting goods trade is one that yields the retailer a fair profit. At any rate, it should. And one thing is certain, it can be made profitable.

To make the best of the trade in sporting goods, certain conditions are demanded. It is not enough that the hardwareman should have the goods in stock. He must let the public know that he has them. And there is no more effective way of doing this than by making window displays of the goods and by advertising.

As far as window displays are concerned, there is no line carried by the hardwareman that can be made more effective than guns, rifles, revolvers, ammunition, and camping appurtenances. Any man with a little artistic taste should be able to make an effective display.

The local newspapers should be judiciously used as advertising mediums. The advertisements should be terse, to the point and tastefully displayed. The use of one or more cuts will be found useful in increasing the attractive properties of the advertisements.

A REDUCTION IN WIRE AND NAILS.

THE meeting of the manufacturers in Montreal last week was not without important results, a number of reductions in prices having been decided upon.

Of the changes made, the most important was in wire nails, which were reduced 25c. per keg, the base price on carlots being placed at \$2.75 per keg, and, on less than carlots, at \$2.85 per keg. Besides changing the price, the manufacturers arrived at an understanding which guarantees the maintenance of present quotations for the next three months, at anyrate.

It, therefore, can be said with confidence that at present figures prices are firm.

Cut nails were also reduced 25c. per keg, the quotation on ordinary quantities now being \$2.35 per keg, and on carlots to the retail trade \$2.25. The net extra for galvanized cut nails has been reduced 1c. per lb., the figure now being 2c. per lb.

The base price of smooth steel wire has been reduced, the figure now being \$2.80 instead of \$3 per 100 lb.

On fine steel wire the discount has been increased to 17½ per cent. It was formerly 15 per cent.

Horseshoes is another line in which a change is to be noted. As will be seen by our prices current, printed elsewhere, iron shoes are 15c. and steel 25c. per keg lower.

The discount on iron rivets has been raised to 60 and 10 per cent. It was formerly 60 per cent. Iron burrs remain unchanged at 55 per cent. But both rivets and burrs of copper have been reduced in price, the discount now being 35 and 5 per cent. It was formerly 35 per cent.

WOODENWARE CHEAPER.

There has been a general decline in woodenware quotations. The cause has been a lowering of the price of lumber, which, in turn, is a result of the heavy cut in the Georgian Bay district during the past season. All lines have been affected. In pails, the decline amounts to about 20 per cent.; in tubs and clothespins, to 25 per cent. In washboards it is not so great, as other materials than wood enter into their manufacture. The drop in this line runs from 5 to 10 per cent.

The price of corn brooms, too, has been

changed. The crop of broom corn this year has not been up to the average in quality and, in consequence, there is a surplus of common and inferior straw. So the price of lower grades of brooms is 5 to 10 per cent. lower than they were. Good brooms have also been slightly reduced in price. It is stated by manufacturers, however, that if the present demand for high-grade brooms keeps up there will have to be an advance on account of the supply of first-class corn being limited.

WARRANTING EDGE TOOLS.

THERE has been some correspondence recently in the columns of Iron Age in regard to warranting edge tools.

The experience of one of the writers is well worth relating. During a period of several years one of his customers had returned a number of axes, all of which were broken in the same way. At last his suspicions were aroused, with the result that he found that the man, after using an axe for some time, would purposely break it by striking, on a cold, frosty morning, on the flat side against a piece of hard wood.

The discovery not only put a stop to the customer's sharp practice, but put an end, as well, to the merchant warranting his goods.

We merely refer to the matter in order that hardwaremen in Canada may be on their guard against similar practices.

A FEATURE OF THE COAL TRADE.

DESPITE many rumors in the daily press to the effect that the coal miners' strike in Pennsylvania had been settled, there is no official intimation of a settlement in sight. Hence, no coal from that district is looked for by Ontario dealers.

The Cape Breton coal mines are being worked to their fullest capacity, yet the Montreal contracts are expected to be short about 150,000 tons at the close of navigation. Much of this will be shipped through Louisburg to Portland, and thence by the G.T.R. to Montreal.

The C.P.R. will also try the experiment of bringing coal from Nova Scotia to Montreal. A contract has just been made by

the railway company with the Springhill, N.S., mines for the immediate delivery of 80,000 tons of coal at St. John. The coal will be carried from Springhill to St. John in barges, and will then be brought to Montreal over the C.P.R. line. The cost of the latter transportation will be very small, in view of the fact that the freight cars which are used to carry winter freight from Montreal to St. John will be utilized on the return journey to carry the coal westward.

While the present unusual conditions are responsible for this experiment, it is not improbable that it may lead to a considerable development of the Nova Scotian coal fields. This would also solve the problem of return freight from the East.

The pledge of the politician, like the pledge of the pawnbroker, is more frequently unredeemed than redeemed.

THE IRON PIPE SITUATION.

ALTHOUGH a fairly good business is being done in iron pipe, prices are badly demoralized on account of the "cutting" that is being done by the larger dealers.

The list prices and discounts drawn up by the wholesale dealers and manufacturers is no longer in evidence, although some still claim to be selling at figures which are based upon the short-lived agreement.

As a result of the demoralized condition of prices there is a decided lack of uniformity in quotations. The following are the minimum and maximum quotations as obtained from the different wholesale dealers in Toronto on black iron pipe :

¾ to ¾-inch.....	\$3 30 to \$3 35
½ "	3 25 " 3 40
¾ "	3 45 " 3 85
1 "	4 90 " 5 50
1¼ "	6 75 " 7 50
1½ "	8 10 " 9 00
2 "	10 75 " 12 00
2½ to 6 "	55 to 55 and 10 per cent.

The difference in quotations on galvanized pipe is not so marked, although it is by no means uniform. For example :

½-inch	\$5 00 to \$5 10
¾ "	5 75 " 5 85
1 "	8 00 " 8 25
1¼ "	10 75 " 11 25
1½ "	12 75 " 13 50
2 "	17 00 " 18 00

And there does not appear to be any prospect of an immediate departure from the present unsatisfactory methods.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

LINSEED OIL IN GREAT BRITAIN.

SINCE we last wrote on this subject the market for linseed oil has maintained the steadiness which characterized it last month. Variations have been few and unimportant, and prices close practically unchanged on the month, although within the last few days there have been some indications of increasing firmness. Seed itself is certainly stronger, and supplies are not large enough to make it probable that the market will break away just yet. Forward prices for linseed oil have been a little stronger than they were last month, and the "bears" are evidently not now so confident of being able to knock down the market early in the winter. September-December delivery has been done at 30s. 9d. naked, or only about 2s. 9d. below spot, and for January-April delivery 28s. has been paid.—Ironmonger, September 22.

PIG IRON IN GREAT BRITAIN.

On the Glasgow pig-iron market on Monday great excitement prevailed. In the first session a lot of "bear" squaring took place at 77s. to 77s. 3d. cash, about 15,000 tons of Scotch being bought. In the afternoon the market was quieter, only a few thousand tons changing hands, closing with Scotch at 71s. cash and 69s. 10½d. one month. Tuesday's market opened with a further severe fall in Scotch warrants, following on the heavy "bear" squaring. At the opening 69s. 6d. cash was paid. The sales for the day only amounted to 5,000 tons. The market closed with Scotch 68s. cash, and 67s. 10½d. one month. On Wednesday the sequel to the excitement occurred. The pig-iron market completely collapsed, 2,500 tons changed hands in the earlier part of the day, but not a single ton was dealt with in the afternoon. The market closed with Scotch at 68s. cash and 67s. 11d. one month, a gain of a halfpenny on the previous day's close. Thursday's market was quiet, but firm. About 7,000 tons were dealt in on the pig-iron warrant market. Warrants are, however, still scarce. The market closed firm with Scotch 68s. 6d. cash and 68s. 7½d. one month. To-day the market closed with sellers 68s. cash. North Staffordshire pig iron is difficult to obtain. The commoner qualities can be purchased at 67s. 6d., but 70s. is the more general quotation.—Iron and Steel Trades Journal, September 22.

FINISHED IRON IN GREAT BRITAIN.

The hopes of manufacturers that the autumn trade would cause a revival of the activity which characterized the opening of the current year are being only partially

realized. Certainly there is a much better inquiry. Specifications are also given out more freely, but the orders are only very small. Substantial contracts running into 100 tons are practically unheard of, and consumers are still of the opinion that the bottom has not yet been reached, and as long as they are hopeful of making better terms they are content with just purchasing sufficient to cover their immediate requirements. There is no important alteration to note in the price of bars, but a little more buying has given great firmness to black sheets. Some substantial orders from India have been received for galvanized sheets.—Iron and Steel Trades Journal.

NEW YORK METAL MARKETS.

PIG TIN—In London to-day there was an advance of £2 7s 6d in the price of spot tin, but the improvement in futures is comparatively slight. The discount on futures having widened to £6 10s. it is claimed that this is conclusive evidence that spot tin is again in the hands of manipulators. In New York the price on spot was bid up to a parity with London, and the asking price at the close on five-ton lots was 29.87½c. The monthly statistics show an increase in the visible supply of about 1,260 tons. Spot stocks have increased everywhere, and are some 3,000 tons more than they were on September 1. Stock afloat, however, decreased about 1,800 tons.

COPPER—There was a reaction in London to-day, that market showing an advance of 7s. 6d. over last night's closing figure. In our market trade continued light with the ruling quotation 16¾c. for Lake Superior ingot and 16¾c. for electrolytic and casting.

PIG LEAD—The firm tone of the market is maintained, though the demand is moderate. The quotation of 4.37½c. for common in carload lots is retained.

SPELTER—We have still to report a steady but quiet market, large buyers showing little or no interest at present. Prices are unchanged at 4.10 to 4.15c. In London an advance of 2s. 6d. occurred to-day.

ANTIMONY—For regulus the demand continues fair, and the market is steady at the range of 9½ to 10½c., as to brand.

TINPLATE—There has been no change in the situation. The market for spot stock is unsettled and prices favor buyers, but the latter are holding off and we hear of no business of consequence.

IRON AND STEEL—General conditions are much the same as for a week past. Locally, business is restricted in all lines, and reports from other markets contain little

that is encouraging except that in some quarters there is a hopeful feeling. The downward course of prices seems to have been checked, the quotations remaining virtually the same as a week ago. More inquiry is noted for steel rails, but buyers are not disposed to place large orders on the basis of the present quotation.—New York Journal of Commerce, October 3.

BUSINESS MEN AND POLITICS

BUSINESS men who desire to see in the next Parliament men of good business commonsense should not wait till election day to exert their influence.

The time to begin is when candidates are being selected by the respective parties. It is then much easier to exercise influence in the right direction, for the individual looms up bigger in the party caucus than he does on the day when the ballots are being cast.

It is folly for business men to complain that the party to which they belong does not nominate the right kind of men for Parliamentary honors if they leave the selection of them wholly in the hands of professional politicians and ward heelers.

Business men can only get business men into Parliament by exerting their influence in that direction themselves.

THE "OLD SYDNEY MINES" SOLD.

The General Mining Association, Limited, of London, England, have sold the "Old Sydney Mines," Cape Breton, to the Nova Scotia Steel Co., of New Glasgow, N. S. The price paid is said to be \$1,500,000. The annual output of the mines has been 300,000 tons, of which about 130,000 tons came up the St. Lawrence. It is the intention of the new owners to increase the output to 750,000 tons. To do this they propose to open up a new cutting on a 7 foot seam at Point Aconi, some distance from the present pit, and about 18 miles from the present shipping pier at North Sydney.

It is expected that in two years' time, by the putting in of two shafts and all modern machinery and appliances for the proper working and development of the mines, the output of coal will even surpass the amount now spoken of.

CHEAP IRON IN CHINA.

Iron made in Shansi, in China, costs from 2½ to 5d. per ton per mile for carriage under the conditions existing there. A very simple calculation would serve to show the very limited radius over which it could be profitably distributed. In Shansi cast iron could be made for a little over 12s. per ton. At Middlesbrough it costs £3 12s., and at Pittsburgh £2 12s.—Engineering.

TWO VANCOUVER COAL MINES.

STORY OF THEIR DISCOVERY.

FROM Mount Ranier, in the State of Washington, to the Arctic Circle, coal is found in a series of deposits of varying quality and quantity. It grades all the way from the lignite of the Cascade range to the semi-anthracite of the Queen Charlotte Islands. So far as explorations have discovered, by far the largest and most valuable deposits are on Vancouver Island. Here also are

THE OLDEST ESTABLISHED

and most valuable collieries. The first discovery of coal on Vancouver Island was made at Fort Rupert in 1835, and it was made by an Indian. Fort Rupert was at that time the headquarters of the Hudson's Bay Company on this Island. It is situated on the east coast, towards the northern end. The deposit there was opened to some extent and the coal was used, but operations were only on a limited scale. In 1851 the company, having learned of the existence of coal at Nanaimo, began development work there, and the collieries of the New Vancouver Coal Company are the result.

THE STORY OF THE DISCOVERY

of the Nanaimo coal mines is thus told :

One morning in December, 1849, while Joseph W. McKay was engaged in the office of The Hudson's Bay Company on the northwest coast, he was called aside by the foreman of the blacksmith shop, who informed him that an old Nanaimo chief, from the vicinity of Protection Island, had entered the shop to have his gun repaired. He saw the men putting coal on the fire, and, picking up some of the lumps, said he knew where there was plenty of that kind of rock to be found. Mr. McKay, ever on the alert for matters of interest to the company, saw the Indian and promised him

A BOTTLE OF RUM

and the necessary repairs to his gun if he would bring him some of the coal. The Indian made no promise, and did not put in an appearance again until the following spring, having been sick all winter. When he did come, he brought a canoe-load of coal, which was tested and found good. The Indian received his bottle of rum, and Mr. McKay went over with a prospecting party and located what was afterwards called the Douglas Pit.

The Hudson's Bay Company carried on its operations for some years, when a company was organized by Mr. Nicoll, with whom were associated some Hudson's Bay officials, to work the mines. The name of the new company was the Vancouver Coal Company. To this company came in 1884, Mr. Samuel M. Robins, as manager. In

1889 the rights of this company were transferred to the New Vancouver Coal Mining and Land Company, the present owners, Mr. Robins continuing the management.

THE SECOND DISCOVERY

of importance was that of the Wellington Mine, made by the late Hon. Robert Dunsmuir. We tell the story of this as given by Mr. Dunsmuir to Sir Hector Langevin :

"When I was in the bush in the month of October, 1869, not exactly for the purpose of prospecting for coal, but being thoroughly acquainted from past experience with all the coal formation in this country, I came across a ridge of rock, which I knew to be strata overlying the lowest seam that had yet been discovered here. A short time afterwards I sent two men to prospect and in three days discovered a seam of coal three and a half feet in thickness, 30 feet below the top of the ridge, dipping south-east one foot in six. After procuring from the Government the right to further prospect, I sank a slope 97 $\frac{3}{4}$ yards in the seam, and mined therefrom about 500 tons, 25 tons of which were taken on board H. M. S. Boxer for trial. The same quantities were taken from the Vancouver Coal Company's Douglas Pit and Newcastle mine." The engineer of the Boxer made a lengthy report in favor of the Dunsmuir coal.

About 1866-1867 work began at the Wellington mine, the operators being Dunsmuir, Diggle & Co. Later the Wellington Colliery was formed and the mine was exploited on a very extensive scale. It has been

A GREAT PRODUCER,

and the closing of the works this year, because of the exhaustion of the seam, possesses historic interest. It was this mine that made Mr. Dunsmuir the leading capitalist of the Province, and his enterprise and ability and public spirit contributed much to the prosperity of the country. His part in the growth and development of British Columbia cannot be told here.

The Union mines, situated near Comox Harbor, were discovered in 1870. They were taken in hand by Mr. Dunsmuir and the Union Colliery Company was organized. Since his death the plant has been greatly enlarged and improved, and the mines and coking ovens are a scene of great activity. —Colonist, Victoria, B.C.

A CORRECTION.

In the notice of the revised twentieth edition of the catalogue of The John Spencer, Limited, **HARDWARE AND METAL** omitted giving the address of the firm. The

address is Wednesbury, Staffordshire, Eng. The John Spencer, Limited, manufacture iron and steel tubes.

INQUIRIES REGARDING CANADIAN TRADE.

THE following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London:

1. A firm of flag and bunting makers ask for the name of a likely firm to take up the agency in Canada for the wholesale sale of bunting, flags, etc.

2. A merchant in Copenhagen, who is desirous of working up a regular trade in Canadian salmon, wishes to hear from exporters of salted salmon, "Labrador," white bright, or red sweet salted, in barrels of 300 lb. net, the fish to be whole and weighing not less than 2 $\frac{1}{4}$ kgr. each.

3. The makers and manufacturers of specialties suitable for shirt-makers, such as collars, cuffs, union and cotton interlinings, etc., desire to get direct correspondence with good Canadian factories and firms open to do business.

[The names of the firms making the above inquiries will be supplied on application to the editor of **HARDWARE AND METAL**. When inquiring kindly give date of issue and number of paragraph.]

WHITE LEAD PRICES CONFIRMED.

The Dominion White Lead Grinders' Association met in Montreal on Tuesday at the Windsor hotel. A large representation was present and perfect harmony prevailed. No change was made in the figures which we quote in our market report.

The firms represented at the meeting were The Canada Paint Co., R. C. Jamieson & Co., Bylis Manufacturing Co., Montreal Rolling Mills Co., Henderson & Potts, Sherwin-Williams Co., A. Ramsay & Son, James Robertson & Co., Limited.

A NEW BOAT FOR TOURIST TRAVEL.

The Richelieu and Ontario Navigation Co. have decided to build a new tourist steamer, 350 feet long, to ply between Montreal and Quebec. It will be after the style of the Fall River Line, and will contain 286 staterooms, which is twice the capacity of the present steamer Quebec.

R. D. Walsh, Chatham, N.B., has added a large planing, moulding and matching machine to his factory.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

A TOURIST ROUTE.

TOURISTS lately returned from Dawson say that the trip from Victoria to the Northern metropolis is one ever-changing panorama, of which it is difficult to choose the most delightful portion. The journey from here to Skagway has often been described, and most people are familiar with its character. Less has been told about the trip over the railway to White Horse, but those who have taken it say that it is unsurpassable. A gentleman, who is familiar with Switzerland, says that it surpasses anything to be seen in that much-famed country. The railway from Bennett to White Horse has not been written up at all, from the tourist's point of view. Along the lake the location of the road is such that new vistas of charming mountain and lake scenery are constantly opened up as the train speeds along. From the foot of Lake Bennett—that is, Caribou Crossing—to White Horse the road runs through a valley flanked by terraced mountains, and here perhaps is the most beautiful part of the railway journey. Between White Horse and Dawson there is a series of delightful landscapes, the river winding among the mountains, and the rapid water giving a spice of adventure to the sail.

Next year it is probable that hundreds of people will take this journey to the Far North, embracing in it a visit to Atlin, where the combination of lakes and mountains is probably finer than in any other part of the known world. Capt. Jack Crawford, speaking of the Atlin country, said he had been told to expect something wonderfully beautiful, but, having seen about everything else in America, was disposed to accept the stories with many grains of salt. He, however, found the original finer than he had imagined anything could be. Mrs. Roswell D. Hitchcock, a lady who has visited most parts of the would, declares Atlin to be unsurpassed for grand beauty. The time is not far distant when tourist travel to the Yukon will be a great source of revenue to transportation companies, and the business which it will develop will add much to the prosperity of the cities of Southern British Columbia.—Colonist, Victoria, B. C.

HE GRASPED THE OPPORTUNITY.

It isn't often that a British Columbian beats out, not a citizen of the United States, but all citizens of the great republic, on a genuine Yankee deal—one with a mint of money in it. Yet that is exactly what has been done by Mr. D. J. Munn, of Westminster. When the full dinner pail was adopted as the Republican emblem it gave Mr. Munn a bright idea. He designed a

To Sherwin Williams Montreal 31-7-01

EVERY DROP

of The Sherwin Williams Paint is up to the highest standard of paint requirements.

Every step of the manufacture is so carefully watched that not a drop of the paint can leave us without being absolutely right. Materials all chemically and practically tested. Grinding and mixing under expert supervision. Filling of cans by weight as a check on consistency. Accuracy and the best work all along the line. When the packages are sealed we know beyond all possibility of doubt that S.-W. P. is right, that it will give the best possible paint satisfaction.

You can have the same confidence, and by pushing the goods with such faith as that in them, you can't fail to build big business.

Every drop of S.-W. P. you sell will help bring in the orders.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND. CHICAGO.	NEW YORK. MONTREAL.	BOSTON. TORONTO.	SAN FRANCISCO. KANSAS CITY.
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"full dinner pail" torch, patented it, and three eastern factories are now running night and day to keep up with the orders pouring in from all the Republican campaign clubs of the country. There may not be millions in it for the inventor, but there will be many, many thousands.—Province, Vancouver.

CHESTER TOURIST ASSOCIATION.

At the annual meeting of the Chester, N.S., association a few evenings ago the following officers were elected:

President—E. D. Lordly.

Vice-President—Capt. James M. Allen.

Secretary—Chas. A. Smith.

Treasurer—Thomas Lawson.

Directors—E. M. Robinson, John Stanford, L. G. Bair, Burton Hennigar, Bruce Mills, Daniel Evans, William Butler, James Stanford.

The coal dealers of Ottawa have raised the retail price to \$7, and now there is talk of consumers starting a cooperative company to buy wholesale, and thus get their supplies below that price.

The McLaughlin Automatic Air Brake Co., of Ontario, is being promoted. It is to have \$1,000,000 capital, and is to erect a large factory at Windsor or Walkerville, to manufacture the McLaughlin brake, which is being used on the L. E. & D. Railway.

HAS IT CHANGED HANDS ?

Though it was reported by the daily press on Wednesday that The Canadian General Electric Co., Limited, had bought out the plant of The Canada Foundry Co., Limited, it is persistently stated on the street that the deal has fallen through. A representative of HARDWARE AND METAL called at the offices of the electric company to make inquiries. Mr. F. Nicholls, manager of the company was out of town, and Mr. W. S. Andrews, controller, stated that he had just returned from a trip outside the city. On Monday the deal had been ratified by the shareholders of his company, and he had heard nothing to the effect that it had fallen through. He was not prepared to state, however, that the purchase had been finally made, owing to his absence from the city since Monday.

MR. ROAF GOES TO WINNIPEG.

Mr. John H. Roaf who has for some time been with Rice Lewis & Son, Limited, Toronto, has severed his connection with that firm and accepted a position with Geo. D. Wood & Co., wholesale hardware merchants, Winnipeg. He left on Saturday last for the capital of the "Prairie Province," but prior to his departure he was entertained at a dinner at Webb's by a few of his most intimate friends.

THE AMERICAN COAL BOGEY.

IT is more than amusing—it is almost distressing—to see how the public press allows itself to be beguiled by irresponsible and untutored writers, into the dissemination of ridiculously incorrect statements on the present controversy as to the importation of American coal into Europe. Thus, in one journal which professes to take a lead in commercial and financial questions, it is stated that “the invasion of Europe by American coal is assuming formidable dimensions!” Another journal that claims to have the largest circulation, but cannot hope to keep it for long if it cannot provide more accurate pabulum for its readers, makes the astounding statement that “in this country the cost of carriage has advanced very considerably, and there is little difference at the present moment in favor of the native mineral drawn by railway from the coalfields of Newcastle, Durham and Yorkshire, as against the American article!”

Why, the fact is that the “formidable dimensions” assumed by American exports of coal to Europe have not reached more than 500,000 tons in 12 months, or a 19th part of the British exports of coal, while the total coal exports of the United States to all countries—and mainly to Canada and Mexico—have as yet not exceeded 6,000,000 tons, or about an 8th part of the coal exports of Great Britain. The coalowners and the railway companies are likely to smile very broadly at the idea that the cost of carriage has been raised to such a level that Newcastle or Yorkshire coals cost as much delivered in the Thames as American coal.

The real fact is that the increase of rates amounts to an additional penny per ton in a number of cases where rates were believed to be unduly low, and in a large majority of cases the rates have not been at all affected. Even in cases where the automatic operation of sliding scales has raised mineral rates, as in the case of the iron trade of the Cleveland district, the increase only amounts to 13 per cent., which means about threepence per ton on the cost of bringing coal and coke from the collieries in South Durham to the ironworks on the Tees. Newcastle coal, however, is sent by sea, and the usual rate of freight from the Tyne to the Thames is not more than 3s. 6d. to 4s. per ton, which, added to the normal cost of the coal f.o.b. in the Tyne, will give a total normal cost in the “Pool” (i.e., the Thames) of 14s. 6d. to 16s. per ton. It is manifestly in the highest degree absurd to compare the figures with the cost of American coal delivered in London.

As we have repeatedly pointed out, the coal sent over to Europe from the United

States has to bear the cost of railway transport to the extent of about \$1, and 15s. to 20s. sea freight, so that the cost of transport alone amounts to 4s. or 5s. more than the total cost of North-country coal delivered in the “Pool” under normal conditions. It is the same with Yorkshire or Derbyshire coal, which is sent to London

by rail in large quantities at a rate of 7s. to 7s. 6d. per ton, while the normal cost of this fuel at the pit's mouth is not more than 7s. 6d. to 8s. per ton.—Iron and Coal Trades Review, London.

Wm. Cottrill, harness dealer, Central Ont., has left that place.

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to handle Guns and Revolvers in connection with your business? The **IVER JOHNSON** firearms are recognized as standard everywhere. Thousands of dealers find it profitable to sell Iver Johnson goods. Why can't you?

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are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

“GILBERTSON'S” SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: “Gilbertson's,” “Parsons,” “Pontardawe,”
“Lincoln,” “Comet,” “Regina,” “Gwyned.”

GILBERTSON'S TERNEPLATES. “Regina” brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, “Comet” brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

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HALTERS

Web, Russet and
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ADJUSTABLE WEB HALTERS.



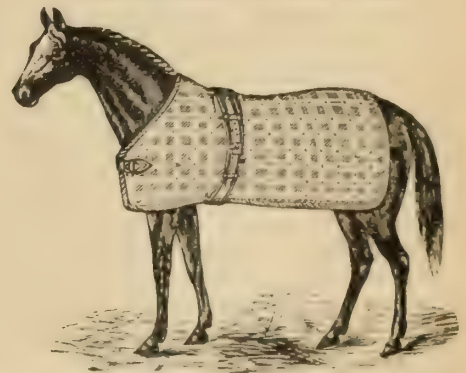
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Jute Lined and Unlined. Wool Lined and Kersey.

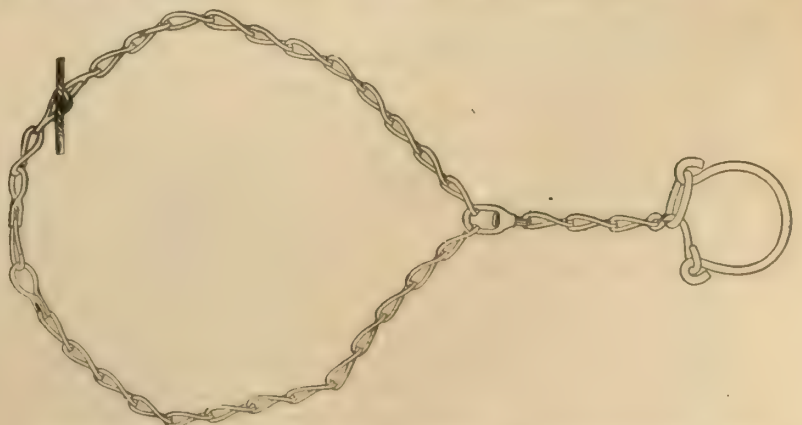


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STALL FIXTURES.

Cow Chains for Stall Fixtures.



"PERFECTION" COW CHAINS. Three Chain, Closed, and Open Rings.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY.

Graham Wire and Cut Nails are the Best.

OUR PRICES
ARE RIGHT.

A CORNER FOR CLERKS.

Personal and other items for this department will be gratefully received.

A CARELESS EMPLOYEE REPRIMANDED.

THE summer heat had scorched its usual distance into September. There had been no further friction between the proprietor of the store at Springborough and his youthful clerk, who, as his mother had prophesied, had been clerking long enough to be certain that "he knew all about the business" and had begun to want Old Man Means to go to town, or fishing, or anywhere else and let him have full swing. It would be rather nice to have Clayton Fuller or Earl Schmidt or any of those big fellows come in and see him "manage things," and the very thought tipped his hat at the angle self-importance is supposed to assume.

The keen eye of the storekeeper had been watching this tendency from its beginning, but he knew human nature well enough to know that a certain amount of self-appreciation is needed in this pushing world if success is to be attained and he silently applauded the unmistakable signs of human brotherhood in the promising specimen before him. There are limits, however, beyond which even Old Man Means' philosophy would not allow him to go and with quiet amusement he waited for the right time to begin. He early saw—and he was glad to see it—that the scholarship upon which Carl justly prided himself was rather inclined to be supercilious and to look down upon the homely, prosaic and sometimes positively dirty work the place behind the counter imposed. He saw, too, a strong tendency on the part of his clerk to be booky in business hours and once or twice he noticed a well-thumbed copy of *Cæsar* pushed under the counter as a customer came in; and, while he did not so much object to the study, in the quiet town, when there were no customers present, he did most decidedly object to the boy's growing foolishness and he made up his mind to take it out of him.

He had not forgotten his own *Cæsar* days and was not surprised to find, one time when Carl was busy, that the boy's text book was pretty well interlined in the same old knotty places that used to bother him. He picked up his algebra and, finding it was the same one that tormented his life out of him years ago, was looking over problem after problem and rejoicing, as one will, over his freedom, when a thought struck him. He would get out his own school books, hunt up some

tough old places, post himself up on them, rake up from his books and from memory some of Uncle John's old staggerers—he was an old Andover student—and somewhat lessen this young fellow's conceit in regard to his classics and mathematics.

He found himself rusty; but the cause was a worthy one and he bent to it without flinching. A half page of translation was pretty well polished up and, well buttressed by the old questions he found written on the margin, made him feel sure of himself. He found the tough problems worked out on the fly leaves of his algebra and went down to the store one bright October morning determined that pretentious scholarship should that day meet its Waterloo or he would know the reason why!

In Springborough, at that season, the store was as free from customers from ten o'clock until noon as the meeting house. When the daily let-up in trade began Old Man Means sauntered over by the window where Carl was reading and looked over his shoulder.

"Great *Cæsar*!" (Old Man Means' strong point was a measly pun, the weakest ones pleasing him the best). "Let's see that." Taking the book, he looked down the pages until he came to the right place. "I believe I can read that," he carelessly observed, and rattled off the easy sentence as if it were English. There he stuck. Then, with a "Here, you read it," he handed the book back."

Then the fun began, and for a good hour the victim was tortured as only Old Man Means could do it when he settled down to business. It ended with his translating the passage for the astonished Carl, whose respect for his employer was amazingly increased, and correspondingly diminished for himself. It made him feel that he had been worsted on his own ground by the man he had been inclined to think his inferior along educational lines, and, as he said to his mother, "the starch was taken clean out of him!"

His point being gained, the storekeeper took a different tack:

"You don't seem, Carl, exactly to understand that the work here in the store needs all the time you have been giving to your books. You haven't begun to learn what system means. You go back and forth a dozen times when a little thought would make once enough. If you have three

packages to deliver in neighboring houses you deliver one and come back for the second and then for the third, when a little system will make one trip sufficient for all. There is the same objection to your regular work here in the morning. You are hopping from pillar to post and wearing out your shoetaps to little purpose. Now, I want you to take yourself in hand and see if you can't change this. I want you to make out a programme for the day and save as much time and as many steps as you can. You wear yourself out beating the air—pretty poor business for a store-keeper.

"Another thing: I like the idea of your working away at your books, but I don't want you to bring them here—business here and books outside your store hours. The one quality they have in common is thoroughness, and you are, I see, woefully lacking in that with both. Take the books home with you at noon, and keep them there. Study them if you will, and I'll help you if you get stuck—I see that I can—but don't do it here. There is enough here to keep you busy."

"Mother," said Carl, at dinner that day, "I don't want you to ask me any questions, but what an awfully easy thing it is for a fellow to be a p—h—double o—I." And she said she thought it was.

RICHARD MALCOLM STRONG.

KINGSTON LOCOMOTIVE WORKS.

A despatch from Kingston, Ont., states that W. King, of The International Power Co., Providence, R.I., has secured an option on the locomotive works at \$75,000. He intends asking Kingston for exemption, free water and a guarantee of the interest on \$100,000 for a certain number of years. His company would provide a working capital of \$250,000, of which \$75,000 would be devoted to making the present works more efficient.

Mr. Goldie, of The Goldie & McCulloch Co., Limited, Galt, Ont., was in Kingston this week to inquire what inducements Kingston would offer that firm to move their works from Galt and amalgamate with the locomotive works.

STRUCTURAL MATERIAL.

Contractors and builders will find it to their advantage to send specifications for channels, beams and angles to Rice Lewis & Son, Limited, Toronto. This firm is now in a position to give immediate delivery of most all sizes, and can name very low figures. The present state of the iron market warrants the belief that there will be a quick advance in prices, as the mills are showing increased activity on these goods.

THE G. WEETON MFG. CO.

Write
for
Catalogue



Send us
a Trial
Order

SIX NUT PICKS AND CRACK SET

90 CENTS LIST PER SET

SUBJECT TO OUR REGULAR TRADE AND CASH DISCOUNTS

These articles are all constructed of steel, handsomely chased with beautiful designs, and Silver Plated, making them always look bright and fresh. They are well made in every respect and intended for practical use.

The Points of the picks are specially adapted for picking out meats of nuts, and are not so clumsy as on those usually sold.

The Corrugation on the Nut Cracks are sharp, which cuts the nut and reduces the labor largely in the cracking of same.

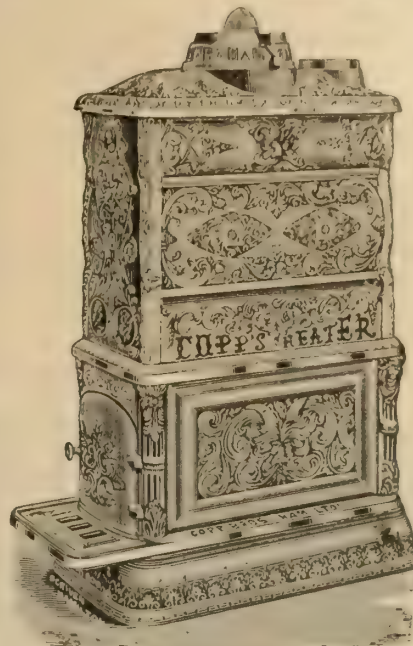
The Cases and Boxes in which these goods are put up, are substantial and very attractive, and the engravings do not fairly represent the beauty of the goods.

326 1/2 Spadina Ave, TORONTO.
Temple Building St. James St., MONTREAL.

COPP'S

Warrior Heater

FOR COAL OR WOOD.



Has no equal.

Immense radiating surface.

A leader from its introduction.

Perfect control.

The accompanying cut illustrates the Copp Heater, which is without doubt the most powerful hot air heater in the world. When a furnace cannot be used, this Heater fills every want. We are not exaggerating the heating power when we say that consumption of fuel will be fully 50 per cent. less than the ordinary stove heating, as the power is hot air, not radiation, all parts of the room being evenly warmed.

FOR COAL OR WOOD.

Nos. 28 and 34.

The Copp Bros. Co., Limited, Hamilton, Ont.

A STANDARD ARTICLE.

The Fairbanks Asbestos Disk Valve.

Every
Hardware Store
and
Plumber
should
carry them.



A
Removable Disk
that
can be
adjusted
in 3 minutes.

Valves, Asbestos Packed Cocks, Pipe and Fittings, Pipe and Fitters' Tools and Machine Tools, Shafting, Pulleys and Belting. Send for catalogue.

THE FAIRBANKS COMPANY,

749 Craig Street, MONTREAL.

A MEDAL-WINNING EXHIBIT.

THE accompanying cut is from a photograph of the exhibit of the Thos. Davidson Manufacturing Company, Limited, Montreal, at the Paris Exposition. When arrangements were made with the Commissioner, Mr. J. X. Perrault, the intention was to have part of the exhibit in the British and part in the Canadian sections. An illustration appeared in our issue of August 25 showing the one intended for the Canadian section. Mr. Perrault succeeded, when the exhibits arrived in Paris, to rearrange them, and make one exhibit in the Canadian section; and this exhibit secured the gold medal for enameled ware. Mr. Perrault says, in his letter announcing the award of the gold medal: "Your exhibit was by far the most exten-

Payne has been appointed provisional director.

PARTNERSHIPS FORMED AND DISSOLVED.

Anthony & Robson, general merchants, Lytton, B.C., have dissolved.

Nadeau & Talbot, general merchants, Princeville, Ont., have dissolved.

W. Langlais & Son, general merchants, Douglastown, Que., have registered partnership.

H. Pullan & Co., scrap iron, etc., Toronto, have dissolved; Henry Pullan continues.

Crouter & MacLean, hardware dealers, Gladstone, Man., have dissolved; Edward Crouter continues.

J. A. Balfour, hardware dealer, Wolseley, Man., has admitted a partner under the style of Hurlburt & Balfour.

advertised for sale by the sheriff on October 13.

W. A. & J. A. Fairley, general merchants, Carberry, Man., have sold their fruit and confectionery business to Vanderlip & English.

The stock of the estate of J. L. Johnson, & Co., hardware dealers, Edmonton, N.W.T., has been sold at 60c. on the dollar to W. H. Parsons.

CHANGES.

Shaw & Estey are about to start saw-milling at Hartland, N.B.

Herbert White succeeds H. C. Jenks as harness dealer in Parrsboro', N.S.

A. A. Doupe, general merchant, Belwood, Ont., has removed to Gorrie, Ont.

Cummings Bros., bicycle dealers, etc., Ottawa, are adding boots and shoes.

Peter Bertram, dealer in stoves, tinware, etc., Hamilton, Ont., is giving up business.

F. G. Lewis, general merchant, Birtle Man., has been succeeded by J. M. Hough.

Thomas Flanagan, general merchant, Chatham, N.B., has sold out to Charles Reinsboro.

Anthony & Robson, general merchants, Lytton, B.C., have been succeeded by J. H. Anthony.

Florence A. Tousignant has registered as proprietress of C. B. Poisson & Co., general merchants, St. Sophie de Levrard, Que.

DEATHS.

Thomas McNeely, general merchant, etc., Ladner, B.C., is dead.

WOOD & CO.'S ICE TOOLS.

A striking feature of the progress in industrial affairs is the increasing production of new machinery for special purposes. It is many years since the first tools for cutting ice were manufactured, but every year brings new inventions, each calculated to make more economical the cutting and storing of ice. One of the firms most thoroughly equipped for the manufacture of such tools is Wm. T. Wood & Co., Arlington, Mass. This firm was established in 1834, and in the 56 years between then and now have been adding knowledge and experience which places them in a position to keep in touch with all developments in this business. They have just issued their 1900-1901 catalogue. As this contains a full list, with illustrations of their many ice tools, it should be secured by all hardwaremen interested in this business, or who have customers so interested.

MEDALS FOR TRAPS AND CHAINS.

The Oneida Community, Limited, has been awarded the silver medal for its exhibit of traps, and the bronze medal for its exhibit of chains, at the Paris Exposition.



The Thos. Davidson & Co's. Gold Medal Winning Exhibit.

sive, complete and varied on the grounds, and for excellence of work, artistic design, and price of production, unexcelled."

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

GEORGE BEATTY, late general merchant, Beamsville, Ont., has assigned to C. S. Scott, Hamilton.

James Marlatt, blacksmith, Vienna, Ont., has assigned to Augustus A. Leslie.

J. Pepin, general merchant, St. Albert, Ont., has assigned to Elihu G. Morris.

Wm. Newson, harness dealer, Blenheim, Ont., has assigned to George Thompson.

Assignment has been demanded of D. Tremblay, general merchant, Pointe A'Pic, Que.

Jerome Backand, jr., sawmiller, Roxton Pond, Que., has assigned, and George F.

W. H. Parnall, general merchant, Ruthven, Ont., has admitted T. W. Pollock under the style of Parnall & Pollock.

SALES MADE AND PENDING.

The assets of W. J. Inglee, general merchant, Aylmer, Que., are to be sold.

The assets of Arthur Vaillancourt, general merchant, St. Julien, Que., have been sold.

The assets of James Johnston, hardware dealer, Montreal, are to be sold on October 9.

The assets of Thomas Figsby, general merchant, Hemmingford, Que., are to be sold by tender.

Frederick Loth, harness dealer, Drayton, Ont., has sold out to Thomas E. Cooper, who takes possession on October 17.

The machinery, etc., of the Moosehead Gold Mining Co., Moosehead, N. S., is

WALL PAPER

DO YOU SELL IT AND WANT TO
INCREASE SALE AND PROFIT

?

TRUST **WATSON, FOSTER** GOODS
TO EFFECT BOTH.

ALL DEALERS HAVE PROVED
THIS—WHO KNOW US—IF YOU
DON'T, ADVISE US AND WE WILL
SEND A MAN TO YOU—WITH
SAMPLES.

OUR THREE STRONG POINTS ARE
EQUIPMENT
SUCCESSFUL PATTERNS
COLORS MIXED WITH BRAINS.

THE **WATSON, FOSTER CO.**
LIMITED
MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, October 5, 1900.
HARDWARE.

THE full force of a falling market in raw material came into play at the meeting of the manufacturers here this week. As we presaged some weeks ago, nails have been reduced. The extent of the drop is 25c. on both wire and cut nails. Smooth wire has been reduced from a \$3 base to \$2.80, and the discount on fine steel wire is raised from 15 per cent. to 17½ per cent. Horseshoes have been reduced to the extent of 15c. on iron and 25c. on steel. The discount on rivets has also been changed. Other prices remain as before, although some more changes will be found among the metals. On the whole, business has been quiet this week, as buyers have been waiting for these expected changes, which were really forced upon the manufacturers by a slow trade. Now that prices are marked down an improvement in business

is looked for, as quotations will not be changed again for some time at least. It is also pretty generally conceded that prices are low now, and that raw material has reached rock-bottom prices. Business is running in about the same channel as last week. Stoves are selling well, while all lines of shelf goods are active. Sleigh bells have had a good sale during the week, and builders' hardware has continued to sell. We hear that travelers in Northern Ontario who have been going through the mining districts have sent in substantial orders. A decided improvement is anticipated during the coming week.

BARB WIRE—The volume of business in barb wire is not large, although there is a fair seasonable demand. Stocks continue light. The base continues at \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—There is a settled feeling in galvanized wire, and prices show no change. A few amounts are moving.

We quote: Nos. 4 and 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

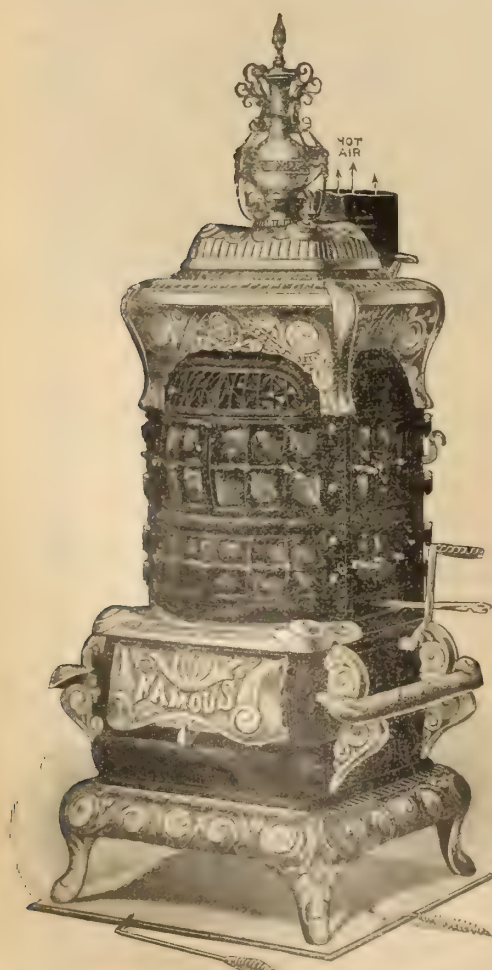
SMOOTH WIRE—The price of smooth wire has been reduced 20c. per 100 lb. The base price is \$2.80 per 100 lb.

FINE STEEL WIRE—The discount has been raised from 15 per cent. to 17½ per cent. off the list. Business is only moderate.

BRASS AND COPPER WIRE—Orders are of a fair size and number. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Trade is unchanged. The price is \$3.45 for bright, and \$4 for galvanized, per keg of 100 lb.

WIRE NAILS—As yet, the drop in prices has not had time to exert its influence, but it is expected that a large trade will be done this coming week. The price now is \$2.85 for small lots and \$2.75 for carlots,



THE "FAMOUS" BASE BURNER

IS EXCEPTIONALLY HANDSOME
AND BUILT TO SAVE FUEL...

The three flue construction, which is only found in this stove, causes one-third more heat to be extracted from the same amount of fuel as used in other stoves which have only two flues.

By connecting a pipe to the hot air attachment at the top of stove heat can be carried to other rooms.

Cold air is drawn off the floor by this stove.

The Fire Pot can be removed and replaced through front doors.

Extra-Heavy Duplex Grates prevent the forming of clinkers.

The Oven has three flues, same as a cook stove.

Dampers and Check Drafts keep fire under control and save fuel.

THE WEARING PARTS ARE EXTRA HEAVY

and one stove should last a lifetime.

The McClary Mfg. Co.

LONDON. TORONTO. MONTREAL. WINNIPEG. VANCOUVER.

McCLARY'S "FAMOUS" STOVES were awarded the "GOLD MEDAL" at PARIS EXPOSITION 1900.

Made in Five Sizes:—Nos. 130, 140 and 150 Parlor, and 130 and 150 with Oven.

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
W. Dewees Wood Company's
Planished Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes

f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B., being a drop of 25c.

CUT NAILS—Have also been reduced 25c. We quote \$2.35 for small and \$2.50 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—A good trade continues in horse nails at unchanged figures. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—Reductions are also in order in this line, the amount being 15c. on iron and 25c. on steel. We now quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—The situation remains unchanged. As we predicted, prices have not been altered. Discounts are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 1/2 per cent.

BOLTS—A good trade is doing at the old prices. Discounts are: Carriage bolts, 5-16 and under, 60 per cent.; 3/8 and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 75 per cent.; square nuts, 4c. per lb. off list; hexagon nuts, 4 1/4 c. per lb. off list; bolt ends, 65 per cent.; blank bolts, 60 per cent.; plough bolts, 55 per cent.; Norway bolts, square, 65 per cent.; tire bolts, 67 1/2 per cent.; stove bolts, 67 1/2 per cent.

COTTERPINS—There is nothing new to note. We quote as follows: 55 per cent. off English list, or, according to American list, all sizes but 3/8 in. wire, 80 per cent. off, and 3/8 in. wire, 70 per cent. off.

RIVETS—A good trade is doing. The discount on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, has been changed from 60 per cent. off to 60 and 10 per cent.; swedes iron burrs are still quoted at 55 per cent. off; copper rivets have been changed from 35 per cent. to 35 and 5 per cent.; and coppered iron rivets and burrs, in 5-lb. carton boxes, are now quoted at 60 and 10 instead of 60 per cent. off.

CORDAGE—There is nothing new to note. Prices are still 12 3/4 c. for manila, and 8 3/4 c. for sisal.

SPADES AND SHOVELS—Business is now

Sanderson's Steel

FOR
Tools, Dies,
Drills, etc.

The oldest and most reliable
make in the market.

Full assortment in stock at Montreal.

A. C. LESLIE & CO.

AGENTS, MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

IC and IX 14 x 20 and
20 x 28 Tinplates
Cokes and Charcoals.

Especially low
figures on IX 14 x 20.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Are the Varnishes, Japans, Enamels, Stains, etc., you are handling giving you and your customers entire satisfaction?

If not, you cannot afford to experiment any more. Every bad tin makes a bad customer: every good tin makes a good wearing customer.

MAPLE LEAF BRAND

Liquid Coach Enamels, Maple Leaf Brand Varnish Stain, Elastilite Varnish, and all our sundry lines for the Hardware Store have made and are making every day good wearing customers for us.

They will do the same for you. The cheapest, because the best. Write for catalogue and prices.

—Manufactured only by—

The **Imperial Varnish & Color Co.**
LIMITED
TORONTO, ONT.

JOHN BOWMAN HARDWARE & COAL CO.,

....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz.:

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

of a sorting-up nature. The discounts are still at 40 and 5 per cent.

TACKS—No change has been made in tacks, and they are as we quoted last week. As base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—A fair trade is reported in bricks, and prices remain steady at \$17 to \$24 per 1,000, as to brand, ex wharf.

CEMENT—The only feature is an advance of 1s. 6d. to 2s. 6d. in ocean freight rates from abroad. This, however, has not hampered importers any, as stocks on spot of all brands are heavy, for which the demand is very limited for the season of the year, owing to the fact that all the large works have been completed for the present. Business is quiet, but the undertone steady. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10 per bbl.

METALS.

The metal market does not show much improvement. Prices continue to decline in most lines. Bar iron is again lower, as also is tin and galvanized iron pipe. Canada plate in 60's and 70's has advanced 15c. and 10c., respectively, and the feeling is firm. Sleighshoe and tire steel have been reduced 10c. Tin has been marked down another cent. This week we quote the new prices on coil chain. It is generally considered that conditions are settling and that the laggard tone of the market that has prevailed for some time will soon change.

PIG IRON—There is not much doing. Canadian pig iron is worth from \$19 to \$20, and Summerlee sells at \$25 on the wharf.

BAR IRON—Bar iron has again been marked down and we can quote it at \$1.70 to \$1.75.

BLACK SHEETS—A fair trade is doing at \$2.95 for 8 to 16 gauge.

GALVANIZED IRON—There is no particular feature to note in this line. We quote: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—A fair trade is doing at 17½c.

INGOT TIN—Business in tin is of a fair volume. This week we quote 35c.

LEAD—The light stocks make the price firm for the spot article. The base is \$4.65.

LEAD PIPE—There has been no change. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—Trade is somewhat more active than it was. Quotations on galvanized have been lowered. We now quote as follows: Black pipe, ¼, \$2.85 per 100 ft.; ⅜, \$2.85; ½, \$2.90; ¾, \$3.10; 1-in., \$4.46; 1¼, \$6.07; 1½, \$7.27; 2-in., \$9.72. Galvanized remains as before: Galvanized, ⅜, \$4.40; ½, \$4.85; ¾, \$5.10; 1-in., \$7.05; 1¼, \$9.70; 1½, \$11.70; 2-in., \$15.50 per 100 feet.

TINPLATES—Trade is as before. Prices are still \$4.50 for coke, and \$4.75 for charcoal.

CANADA PLATE—The feeling in Canada

plate is firm. We quote: 52's, \$2.90; 60's, \$3; 75's, \$3.10; full polished, \$3.50, and galvanized, \$4.60.

TOOL STEEL—Black Diamond, 8c.; Jessop's, 12c.

STEEL—Business is fair with sleighshoe and tire reduced 10c. We quote: Sleighshoe, \$2.00; tire, \$2.10; spring, \$3.10; machinery, \$3.25, and toe-calk, \$2.75.

TERNE PLATE—Business is good with the price still \$8.50.

SWEDISH IRON—We quote \$4.25.

COIL CHAIN—The lower prices have stimulated a better demand. We quote as follows: No. 6, 11½c.; No. 5, 10c.; No. 4, 9½c.; No. 3, 9c.; ¼-inch, 7½c. per lb.; 5-16, \$4.60; 5-16 exact, \$5.10; ¾, \$4.20; 7-16, \$4.00; ½, \$3.75; 9-16, \$3.65; ⅝, \$3.35; ¾, \$3.25; ⅞, \$3.20; 1-in., \$3.15.

SHEET ZINC—Trade remains in about the same position. The price is still 6¼ to 6½c.

ANTIMONY—Unchanged at 10½c.

GLASS.

A good business is being done in glass, and the feeling is firm. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

Since our last report the situation in paints and oils has not materially changed. White lead, on the new basis, has been going out freely. The fine weather now being experienced in Montreal and Quebec is stimulat-

ing trade, and it is thought that October will be a fairly brisk month. There has been some inquiry for vermilion from the agricultural implement manufacturers, and the dry color makers report themselves as having a good measure of business. Coach colors have been shipped in somewhat larger quantities. Varnishes and japans maintain their quotations, and the standard brands are firmly held without any disposition to recede from prices. A good consumptive demand exists for linseed oil, and present stocks are not any too great. Turpentine has been somewhat slow, but the present quotations in force are likely to remain so for some time. We quote:

WHITE LEAD—Best brands, Government standard, \$6.50; No. 1, \$6.12½; No. 2, \$5.75; No. 3, \$5.37½, and No. 4, \$5, all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.10; in kegs, \$5.35 to \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 80c.; boiled, 83c., five to nine barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 59c.; two to four barrels, 58c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

PETROLEUM.

A good business continues to be done in all grades of oil. There has been no notable change in quotations. We quote as follows: "Silver Star," 15 to 16c.; "Imperial Acme," 16½ to 17½c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

The market for green hides is steady, but quiet. Quebec tanners are taking their usual quantity, as the quality is now at its best. We quote: Beef hides, No. 1, 8c.; No. 2, 7c.; calfskins, No. 1, 8c.; No. 2, 6c.; lambskins, 60c. each.

MONTREAL NOTES.

Some rivets are lower.

Canada plate is firm.

Ingot tin is 1c. per lb. lower.

Wire nails are reduced 25c., and cut nails the same amount.

The price of smooth wire has been reduced 20c., and is now \$2.80 per 100 lb.

Empire Shingles

Make the finest roof covering to be found.

They are made of tinned steel—either galvanized or painted.

Galvanized Empires are formed into shape first and galvanized when completed, no acids being used in the process. This is true of no other shingle made.

As a consequence, there are no raw edges or cracked surfaces exposed—Empire shingles do not rust, and are absolutely fire and lightning proof.

Those who want superior quality and sure perfection buy the **EMPIRE**.



METALLIC ROOFING CO., Limited KING and DUFFERIN STREETS, Toronto.
Wholesale Manufacturers.

The discount on fine cut wire has been raised from 15 to 17½ per cent.

Horseshoes are 15c. lower on the iron and 25c. lower on the steel varieties.

Mr. Peleg Howland, of H. S. Howland, Sons & Co., Toronto, was in town this week, and was shown over the color and varnish works of the Canada Paint Co. Amongst other recent visitors to this company were: Mr. W. Wood, of Douglas & Co., Amherst, N. S., and Mr. Elliott, of McLennan, McFreely & Co., Vancouver, B.C.

ONTARIO MARKETS.

TORONTO, October 5, 1900.

HARDWARE.

It is the general opinion that the volume of business for September, while not bad, was not as good as the same month a year ago. So far, however, this month's business is opening up well, and a fairly good trade is looked for from this out until the close of navigation. Payments are probably not as satisfactory as they were a few weeks ago. The feature of the trade during the past week is a decline in the price of smooth steel wire, wire nails, cut nails, iron rivets, horseshoes, copper rivets and burrs. In nails the reduction is 25c. per keg; in wire, 20c. per 100 lb., and in horseshoes 15 to 25c. per keg. There is still but very little doing in fence wires, but a slight improvement is to be noted in the demand for wire nails. Cut nails are seemingly just about as quiet as ever. Trade keeps up well in screws, bolts and rivets and burrs. There is an easier feeling in rope on account of the low prices which have been quoted by one of the factories. Cotton rope, on the other hand, is firmer. There is a little doing in spades and shovels, and in

sporting goods and cutlery a satisfactory business is being done. Enamelled ware and tinware are a little quieter than they were a week ago. The demand is still brisk for furnaces, but for stoves there is not as much doing as there was a week ago, on account of the mild weather. Some orders are being filled in skates. So far the only skates in stock are those of German manufacture. A little business is to be noted in eavetrough.

BARB WIRE—Although the demand is improving there is still very little business being done. We quote \$3 from stock, f.o.b. Cleveland \$2.85 in carlots, and \$2.95 in less than carlots.

GALVANIZED WIRE—Very little of this is going out. We quote from stock Toronto as follows: No. 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$5.10; No. 16, \$5.15. The f.o.b. price Cleveland for Nos. 6 to 9 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—The feature in this line is a reduction of 20c. per 100 lb. in the base price, the figure now being \$2.80 per 100 lb. There is some demand from the retail trade for hay-baling wire, but the manufacturers are doing scarcely anything. Oiled and annealed is moving out in small quantities only.

FINE STEEL WIRE—Discount on this line has been advanced, being now 17½ per cent. instead of 15 per cent., as formerly.

WIRE NAILS—A decline of 25c. per keg has taken place, and, at the reduction, prices are firm. The base price is now \$2.85 per keg in less than carlots and \$2.75

in carlots. The demand is, perhaps, a little better than it was, although the quantities going out are still, as a rule, small. Quite a number of sorting-up orders have been received.

CUT NAILS—These have likewise declined 25c. per keg, and the base price is \$2.35 per 100 lb. The volume of business in cut nails is still decidedly small.

HORSESHOES—A reduction of 15c. per keg has been made in iron shoes and of 25c. in steel shoes. We quote as follows, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

HORSE NAILS—There is no change in horse nails, the discount still being 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

SCREWS—Trade continues active in screws, while prices are as before. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—The demand keeps about the same, namely, fairly good, and prices are without change. We quote as follows: Norway bolts, full, square, 56 per cent.; common carriage bolts, full square, 65 per cent.; ditto, 5-15 and under, 60 per cent.; ditto, ¾ and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 60 per cent.; bolt ends, 65 per cent.; nuts, square, 4c. off; nuts, hexagon, 4½c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 55 per cent.

RIVETS AND BURRS—Iron rivets have been reduced 10 per cent., the discount now being 60 and 10 per cent. Iron burrs are unchanged at 55 per cent. Copper rivets and burrs are lower, the discount having been increased to 35 and 5 per cent. The demand for rivets and burrs is fairly good.

ROPE—Our quotations are somewhat nominal, on account of an easier feeling which has been given to the market by one of the factories issuing prices which are below those hitherto obtaining. These remarks apply to sisal and manila. Cotton rope, on the other hand, is decidedly firm and on some lines slightly higher prices have been put into force.

SPADES AND SHOVELS—There is little business being done in spades, shovels and scoops. Discount 40 and 5 per cent.

HARVEST TOOLS—A slight reduction has been made by the manufacturers in certain lines of harvest tools for next season's trade.

SPORTING GOODS—Guns, rifles, ammunition and shot are going out well.

CUTLERY—A good demand for sorting-up purposes is still to be noted in cutlery.

BUILDING PAPER—Trade continues fairly good at unchanged prices.

ENAMELED WARE AND TINWARE—Trade has fallen off in both these lines during the past week, and business is now rather quiet.

STOVES AND FURNACES—The demand for furnaces continues brisk, and in some lines in excess of the supply. In stoves, however, the milder turn in the weather has caused an easing off in the demand.

EAVETROUGH—There is a little being done, but business is, on the whole, quiet.

SKATES—Shipments of German skates are now in the warehouse, and some deliveries to the retail trade are being made. Although Halifax skates are not yet to hand, they are on the way.

SLEIGH BELLS—It is the opinion that the orders so far are not as numerous as they were last year.

CEMENT—There is no change. The demand keeps good, and enough supplies are to be had. We quote as follows in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

There have been no striking changes in the metal trade during the past week, all our quotations being practically the same as they were a week ago. In the outside markets, tin has again taken a firmer turn, and copper is a little steadier than it was.

PIG IRON—Although the market cannot be called firm, by any means, it is decidedly steadier than it was a short time ago, and it is worthy of note that the American furnacemen are not apparently as anxious to sell as they were. The Hamilton furnace is still closed down for repairs, and, consequently, the iron from that concern is, for the present, out of the market. We hear of some sales of Tonawanda iron at \$18 for No. 2, and \$17.50 for No. 3, on track Toronto, duty paid.

BAR IRON—The feeling in regard to bar iron is a little firmer than it was, and, as far as we can learn, \$1.70 to \$1.75 is the ruling quotation.

HOOP STEEL—The demand has been fairly active in this line during the past week, and the price is unchanged at \$3.25 per 100 lb.

PIG TIN—Since our last the outside markets have been easier, although at the moment a firmer turn has taken place, and in both London and New York there have been some sharp advances. Locally, prices are unchanged at 35 to 36c. per lb. Business locally is not as active as it was a week ago.

TINPLATES—Business on the whole has

Oakey's 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

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YANKEE SNAPS.

Made in all styles and sizes.

For Sale by
all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

BALL
BEARINGS

Largest Variety,
Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and
Sheep-Shearing Machines.

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**NEWMAN'S INVINCIBLE
FLOOR SPRINGS**

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far
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wise. Ask your wholesaler.

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BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as
supplied to Her Majesty's War Office to clip the
cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar
of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in
barrels F.O.B. Cars here at 20c.
per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

**"Pullman"
Hardware
Specialties**

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

been fair. Prices are unchanged. Importers report some difficulty in getting delivery from the British makers. One house here, which, on October 1, cabled an order for the standard size, specifying delivery this month, was notified that the order could not be entertained. The manufacturer would not agree to the terms of delivery.

TINNED SHEETS—A little better demand has developed for tinned sheets during the past week. We quote 28 gauge at 9 to 9½c.

TERNE PLATES—A little more business is also to be noted in terne plates. We quote 20 x 28 at \$9.

BLACK SHEETS—The demand has been fairly active for shipment from stock. The ruling quotation for the base price is \$3 40 per 100 lb.

GALVANIZED SHEETS—This is the most active line in the metal trade, a good business being done. The price is unchanged. The ruling figure for English is \$4.85, and for American \$4.50. 28 gauge American approximates to 26 gauge English.

CANADA PLATES—The movement is fairly large, although dealers are complaining that the warm weather is interfering with business. We quote: All dull, \$3.15; half polished, \$3.25, and all bright, \$3.85 to \$4.

IRON PIPE—A good business is being done, but prices are much demoralized. The houses are now again quoting net figures, or at least in most instances, and, on account of the cutting, there is quite a difference on some sizes. The following are the ruling quotations; ¼ to ¾ inch, \$3.30 to \$3.35; ½ inch, \$3.25 to \$3.40; ¾ inch, \$3.50 to \$3.85; 1 inch, \$4.90 to \$5.50; 1¼ inch, \$6.75 to \$7.50; 1½ inch, \$8.10 to \$9; 2 inch, \$10.75 to \$12; 2½ to 6 inch the discount is 55 on ordinary lots and 55 and 10 on large lots.

LEAD PIPE—There is a fair trade doing. We quote 7c. per lb. The discount is 15 per cent., f.o.b. Toronto.

PIG LEAD—Trade is not as active in this line as it was a week or two ago, but prices are unchanged at 5 to 5¼c. per lb. The outside markets are fairly steady, although not much business is being done.

SOLDER—A good trade is to be noted in this line, and prices are steady and unchanged.

COPPER—Trade is rather quiet in ingot copper, and active in sheet copper. We quote: Ingot at 19 to 20c., and sheet at 23 to 23½c.

BRASS—The improvement noted last week has been maintained, and a fair business is now being done. Discount for rod and sheet is 10 per cent.

ZINC SPelter—The demand is improving. We quote 6 to 6½c. per lb. as before.

SHEET ZINC—Trade is rather good this week. We quote 6¾ to 7c. for cask lots, and 7¼ to 7½c. for part casks.

PAINTS AND OILS.

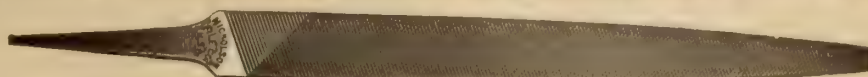
There is a good movement of turpentine and linseed oil. Many sorting orders for prepared paints are being received. Varnishes and sundries are in fair request. No change has been made in prices. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.62½; No. 1, \$6.25; No. 2, \$5.87½

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETE," suitable for A. C. Panels, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C. 128 Hope Street, Glasgow. 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens" Telephone No. 68 St. Helens.

GLAZIERS' DIAMONDS

of every description
Reliable Tools at low prices.



A. SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to 7½c.

ORANGE MINERAL—Genuine, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 81c.; boiled, 84c.; 5 to 9 barrels, raw, 80c.; boiled, 83c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 59c.; two to four barrels, 58c., to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There is a brisk movement. Prices keep firm, but no change will be made this week. We quote first break locally as follows: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united inches, \$6, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL.

Scrap rubber is ¼c. per lb. higher. Otherwise there is no change. The market is fairly active, and prices are steady. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12¼c. per lb.; bottoms, 10¼c.; heavy copper, 13c.; coil wire scrap, 13c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 10½c.; scrap lead, 2¾c.; zinc, 2½c.; scrap rubber, 6¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

COAL.

There is no change in the situation. The strike is still on, and no coal is moving in a wholesale way. The retail price in Toronto is steady at \$6.50 per ton.

PETROLEUM.

Prices are unchanged. Dealers are shipping as fast as they can secure cars. We quote: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, 17½c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

MARKET NOTES.

Scrap rubber is ¼c. per lb. dearer.

Horseshoes are 15 to 25c. per keg lower.

Wire nails and cut nails are each 25c. per keg dearer.

The base price of smooth steel wire has been reduced to \$2.80, and the discount on fine steel wire has been advanced to 17½ per cent.

The discount on iron rivets has been increased to 60 and 10 per cent., and on copper rivets and burrs to 35 and 5 per cent.

The Southampton, Ont., Beacon is agitating for a foundry for that town. It proposes that a bonus be offered as an inducement to secure one.

MANITOBA MARKETS.

WINNIPEG, October 1, 1900.

HARDWARE.

THE market is dull. Prices are without change in any line, and collections are slow and unsatisfactory.

Business is fairly good in paints and oils, though not by any means up to the indications of early in the season. Prices are firm and unchanged, the change in white lead in the East not affecting prices here, as they were already very much below Eastern prices. We quote:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire.	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4.50 basis.	
Sleigh shoe steel	3 00
Spring steel.	3 25
Machinery steel.	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge.	3 75
28 gauge.	4 00
Galvanized American, 16 gauge.	4 25
18 to 22 gauge.	4 50
24 gauge.	4 75
26 gauge.	5 00
28 gauge.	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, IC charcoal, 20 x 28, box	10 75
IX	12 75
IXX	14 75
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	3 90
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	10 00
" 3/4	10 50
" 1/2 and 5-16	11 00
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00
Solder	22
Cotton Rope, all sizes, lb.	15
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round	70 p.c.
Flat " brass.	70 p.c.
Round " "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron.	37 1/2 p.c.
Copper	33 1/2 p.c.

Spades and shovels.	40 p.c.
Harvest tools.	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 75
No. 1.	1 25
Steel sleigh shoe.	3 00
" spring	3 25
" machinery.	3 75
Files common	70, and 10 p.c.
Diamond.	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.	30 p.c.
" military.	15 p.c.
American R.F.	40 p.c.
C.F. pistol.	10 p.c.
C.F. military.	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge.	16 50
chilled, 12 gauge.	18 00
soft, 10 gauge.	21 00
chilled, 10 gauge.	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	7 25
Chilled.	7 50
Powder, F.F., keg.	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned.	75 and 2 1/2 p.c.
" plain.	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	23c.
Water white Canadian	22c.
Prime white Canadian	20c.

PAINTS, OILS AND GLASS

Turpentine, pure, in barrels.	\$ 70
Less than barrel lots	75
Linseed oil, raw	84
Boiled	87
Oils, clear machine oil.	30 1/2
Black oil	25 to 30
Cylinder oil (according to grade)	53 to 78
Harness oil.	65
Neatsfoot oil.	\$ 1 00
Steam refined oil.	85
Sperm oil.	2 00
Castor oil.	11
Glass, single glass, first break, 16 to 25	
united inches	2 50
26 to 40.	2 75
41 to 50.	6 00
51 to 60.	6 50
61 to 70.	7 00
Putty, in bladders, barrel lots.	2 1/2
kegs.	2 1/2
White lead, pure.	per cwt. 7 25
No. 1.	7 00
Prepared paints, pure liquid colors, according to shade and color.	per gal. \$1.30 to \$1.90

NOTES.

Mr. J. B. Pringle, traveler for J. H. Ashdown, has gone to Revelstoke for a trip of three months' duration.

Mr. John Stevens, of The Stevens Manufacturing Co., has gone East to take charge during his father's absence in Europe.

The Dominion Bank is occupying its handsome new quarters. The Canadian Bank of Commerce will move into its new bank this week, and the Bank of Montreal is again occupying its premises, which have been refitted in the latest style.

A LARGE CONTRACT.

The contract for supplying the metal material for the eastern Montreal wharves has been awarded to the Canada Hardware Co. About 52 carloads of material will be required to fill the contract. Poupore & Malone are the contractors who are constructing the wharves.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

Canada Paint Company's "Decorators' Pure" White Lead, specially prepared for first-class Decorators' work, inside or outside, of fine texture, and good body.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS IN CANADA

Elephant "Genuine" White Lead. The highest grade of Dry White Lead is used exclusively for this famous brand—very durable.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

White Cross Brand of Permanent White. A snowy white paint of great covering power. A growing favorite with painters.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

Diamond Graphite and 93 per cent. Magnetic Oxide. The great paints for iron bridge, and construction work.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

The "Amberite" Varnishes in sealed cans. Made and tested by expert workmen. Ample stock in Toronto and Montreal.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

of the most popular and ready selling brands of Liquid Paints in Canada. We give the best value.

THE CANADA PAINT COMPANY LIMITED

NO OTHER MAKERS

in this or any other country possess equal facilities for giving the hardware merchant his paint supplies at first hands.

Because We Sell at Rock-Bottom Prices and Being Up-to-Date

The largest order ever taken by a Canadian Wholesale Hardware firm
has just been booked by

THE CANADA HARDWARE COMPANY, Limited
OF MONTREAL.

52 CARLOADS 52
.... OF
IRON AND SUPPLIES

Weighing over a million and a half pounds are now on the road, consigned
to the Eastern Wharf's Contractors, Maisonneuve.

THE CANADA HARDWARE COMPANY had to compete with the
largest and oldest firms in both Canada and the United States.

THEY SECURED THE ORDER.

WHY ?

BECAUSE THEIR PRICES WERE THE LOWEST !!!

Before placing your order for

HARDWARE, CEMENT, PIG IRON, Etc.

it will pay you to get quotations from

THE CANADA HARDWARE COMPANY, Limited
MONTREAL.

HEATING AND PLUMBING

ACETYLENE GAS LIGHTING APPARATUS.

THE excellent illumination and the pleasing character of the light afforded by acetylene gas, and the fact that it is available in isolated buildings in the city or country, have contributed largely to its popularity and to the extensive sale of apparatus for generating the gas, says The Metal Worker. The simplicity of the operation of producing acetylene gas has led to the construction of generators by many who have not studied the contingencies which must be provided against, and the result has been that some of the generators on the market have proved unsatisfactory in their operation and durability. This has had the effect of increasing the labors of those who are working to introduce and sell generators properly constructed of the materials adapted for continued successful operation and efficiency. The popularity of the light, however, and the ease and cheapness with which it can be produced, will prevent any serious disaffection as the result of such failures. The acetylene gas generator has already assumed a position among the staple apparatus used in buildings for residence or business purposes. The trade in them is destined to increase, and as their introduction becomes more general, those who are engaged in this work will confine themselves to their manufacture, while the distribution and installation will naturally fall to those tradesmen best qualified to supply the local demand.

At the present time tinsmiths, plumbers and all round handy mechanics in many towns are taking up the sale of acetylene gas apparatus, and are supplying their customers satisfactorily and with profit. In the future it is incumbent upon those who expect to derive a profit from the sale of these goods to study the character of the materials used in the construction of the apparatus which they sell, as well as the type adopted, in order that their customers may be provided with a durable and satisfactory machine. There are also certain methods of handling the apparatus which must be rigidly observed, and it is the duty of those who sell them to explain the operation and what is to be avoided, so as to provide against accidents of any character. There seems to be a good prospect that those who make a study of this method of lighting and secure the proper machines, use the necessary energy and impress upon

their customers the way in which they must be attended, will build up a permanent and profitable business.

A FAKER PLUMBING INSPECTOR.

A new method of obtaining other people's valuables has been worked successfully in Hamilton and Toronto lately. A well-dressed man appeared at the door of D. C. Howard, 38 Peter street, Toronto, the other day, and presented a card inscribed as follows:

"DR. R. E. DELANEY,
" Medical Health Inspector,
" Board of Health, City."

He explained that he had come in his official capacity of plumbing inspector to examine the plumbing. He was, therefore, given the liberty of the house. He made good use of this liberty, too, for soon after his departure a jewel-case containing several valuable jewels, was missed. On inquiring at the city hall, Mr. Howard found that there is no inspector on the medical officer's staff, by the name of Delaney, and soon understood how he had been swindled.

The trick had been played successfully in several Hamilton houses before it was attempted in Toronto. The man is about 25 years old; 5 ft. 6 in. tall, and of medium build. Needless to say, the police are looking for him.

PLUMBING AND HEATING NOTES.

The City Electric Co., London, Ont., have dissolved.

Brouillette & Genest, contractors, Montreal, have dissolved.

Joseph Lafrance & Co., plumbers, etc., Montreal, have registered partnership.

F. G. Johnston & Co., plumbers, etc., Ottawa, have opened a branch on Wellington street, of that city.

The Hamilton Electric Supply and Construction Co., Limited, Hamilton, Ont., have been incorporated.

The Militia Department, Ottawa, is asking for tenders for installing hot-water heating apparatus in the officers and men's barracks at Fredericton, N.B.

A Truro, N.S., despatch states that the Chambers Electric Light and Power Co. intends putting in a hot-water heating apparatus to carry heat into several buildings in the west-end business section of Truro. Work has already been started on the construction of the hot-water tank.

SOME BUILDING NOTES.

The Winnipeg Labor Party have arranged to build next year a \$40,000 temple.

Two new stores are being built in Acton, Ont., and a third will be started shortly.

P. F. Curtis, general merchant, Baldur, Man., is building a new 30 x 80 ft. store.

The Windsor Hall, Montreal, is to be refitted to make a large restaurant and dining-hall.

The Roman Catholics of Berlin, Ont., intend erecting a \$75,000 church in that town.

The property committee of the Toronto Public School Board has recommended the adoption of a plan for a two-storey building for the Bathurst street school.

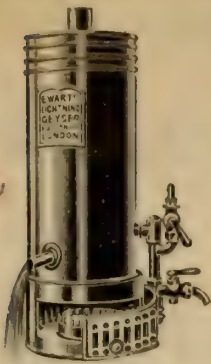
The Chalcraft Screw Co., Brantford, Ont., is inviting tenders for the erection of a two-storey red brick building, 45 x 50 ft., to be built next to its present premises.

COATING FOR UNDERGROUND PIPES.

A new construction of underground pipe has been devised by a resident of Los Angeles, California, Mr. William Lacey, and is a decided novelty in its line. It is an improvement on a former patent and is intended to provide a pipe having superior powers of resistance to the destructive forces to which underground pipe is subjected after being laid, and also to prevent injury to the pipe while in transit from the place where made to where it is laid. It comprises a metal shell or body, a fibrous coating outside the metal shell, an outer coating of granulated hard inelastic material, and a suitable binding material. Preferably the metal shell has a coating inside and out of asphaltum or other gum, and a fibrous sheet is applied outside the coated pipe with a coating of asphaltum or other gum, and outside of the coated sheet is a coating of fine gravel imbedded in and held by the coating of gum on the sheet.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to Archie Harris, for a \$1,500 dwelling at No. 50 Fuller street; to A. L. Maddox, for a \$2,700 brick dwelling at No. 11 O'Hara avenue; to J. Harbert, for a \$1,800 stone dwelling in Woodlawn avenue, near Yonge street; to Orr Bros., for alterations costing \$2,000 to houses at Nos. 9 and 15 Roxborough street; to Macpherson



**HOT WATER
INSTANTLY,
NIGHT OR DAY.**
Boiling Water
in a Minute.
Hot Bath When Wanted

**EWART'S
"LIGHTNING"
GEYSER**

FOR GAS OR OIL.
346 EUSTON ROAD,
LONDON, ENGLAND.
Illustrated Price List Free.

Price Gone Up — The coal

Medal
Awarded
Exposition,
1900

strike caused it. Better save
all the fuel you can by pre-
venting steam in your plant
from going to waste. It
takes so much more fuel to
replace it.

Heintz Traps absolutely prevent
waste of steam, keep system
in good order and increase
productiveness.

Booklet H mailed to steam users.

The JAS. MORRISON BRASS MFG. CO.
TORONTO. Limited

Engineers' and Plumbers' Supplies.

*Standard Paint & Varnish Works.
Limited
Makers of High Grade
Varnishes, Lacquers,
Paints, Colors & Enamels.
Windsor, Ont.*

Portland Cements

BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.
Also Razors, Strops, Glass Cutters, Etc. Write for new Catalogue

Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by ..

THE STANDARD CHEMICAL CO., Limited

Factories (Fencelon Falls,
Deseronto.

Gooderham Building, TORONTO

DIAMOND STOVE PIPE DAMPER AND CLIP.

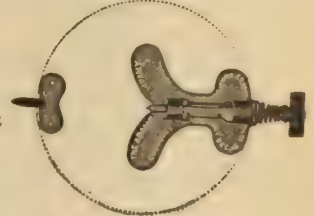


U. S. Patent June 25th, 1895.
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of - -

HARDWARE
TINWARE
and STOVES,

for furnace pipe, to support
the sheet steel blade.



Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
A. R. WOODYATT & CO., Guelph, Ontario.

ROUND RE-ACTING WASHER

Quickest selling Washing Machine on the
market.

None more satisfactory to dealers or users.

Every home requires a good Washing
Machine.

Every Merchant should handle them.

Prices and full particulars on application.

THE...

Dowsell Manufacturing Co.
Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son,
Montreal, Que.



CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 220 1/2 Board of Trade, MONTREAL.

TACKS, CUT NAILS, WIRE NAILS, HORSE
SHOES, HORSE NAILS, SPIKES,
BOLTS, NUTS, ETC.

SPECIALTIES — "C" Brand Horse Nails —
Canada Horse Nail Co.

"BRASSITE" COODS — Gunn Castor Co.,
Limited, Birmingham, Eng.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly
attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA



**Ontario Nut Works, Paris
BROWN & CO.**

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

estate, for a \$4,000 residence in Crescent road; to Thos. Moor, for a two-storey and attic semi-detached dwelling at the corner of Dupont street and Bedford road \$6,500.

The following building permits have been issued in Ottawa: To Thomas E. Burnside, for three brick-veneered dwellings on Maple street, to cost \$2,500; to N. W. Clarke, for a double tenement brick-veneered house on Maclaren street, to cost \$5,000; to John J. Carroll, for three brick-veneered tenement houses on Dufferin street, to cost \$2,500; to Wm. Madden, for a double brick-veneered tenement dwelling on Sherwood street, to cost \$2,500, and to Joseph Kennedy, for a brick-veneered dwelling on Maple street, to cost \$1,000.

PLUMBERS' APPRENTICESHIP IN ENGLAND.

THE apprenticeship question seems to be absorbing some attention in England as well as on this side of the Atlantic, as the following article from The Decorators' Gazette and Plumbers' Review, of London, gives evidence:

We have repeatedly expressed regret at the change in the system of trade tuition. In our opinion, nothing we have in practice atones for the loss of the great advantages secured by the system of apprenticeship now falling into disuse. The following is from The Lancet of last week: "In London, and, indeed, in the southern counties generally, the system of apprenticeship in the plumbing trade has been gradually dying out, while the plumbers' ranks, as a rule, have to be recruited from a class of men known as plumbers' mates; now, the master plumbers, together with the operatives, have at length recognized the importance of this fact. They are of opinion that it is a system alike injurious to the best interests of the London plumbing trade and to the public health.

"A joint board has, therefore, just been formed under the influence of the Worshipful Company of Plumbers, consisting of certain elected members of the London Society of Associated Master Plumbers, together with representatives from the London lodges of the United Operative Plumbers. The aims of the board are to encourage the taking of apprentices under an agreed form of indenture; to exercise a certain control over the apprentice so as to insure his attendance at a duly approved technical school; to occasionally examine him as to the progress made in practical and theoretical knowledge; and, finally, to register him in order that information respecting his training and abilities may be readily accessible at any future time. It is, indeed, a most welcome sight to see employers and employed united together both for their own good and the public good, while so far as the object to be

attained is concerned it is one to be commended. The embryo plumber caught in the first blush of early youth is likely to prove plastic 'clay in the hands of the potter.'

"The conditions, however, existing in the plumbing trade, in the south of England more particularly, are not such as to encourage a revival of the apprenticeship system. The scheme suggests a rather expressive Americanism that 'there is no good in whipping a dead nigger,' and it is to be feared that the process of natural decay in the existing system has passed beyond the reach of stimulants. Unless a course of instruction can be devised, conducted by an organized body upon lines distinctly different to those at present governing apprentices, the difficulties to be overcome are too great to warrant much hope of success. The future development of the joint board will be watched with interest."

The stock of R. W. Ross & Co., hardware dealers, Prescott, Ont., has been badly damaged by water and smoke.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATION WANTED.

CANADIAN MANUFACTURERS' AGENT, who had great success at the World's Fair, wishes to represent Canadian firm at the Pan-American Exposition, Buffalo, 1901. Write for full particulars. H. J. DALE, Gore's Landing, Ont. (42)

1000 FREE CATCH PHRASES & IDEAS.

A little book worth its weight in gold. To All who Write Ads, Show Cards, Circulars or other Business Literature. The price is 50c, but you can get it by simply filling out one of our blanks, which will be sent you promptly on request. Address The Advertising World, Columbus, Ohio.

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

Capital, subscribed \$2,000,000.00
 Capital - - - 1,000,000.00
 Assets, over - - 2,340,000.00
 Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
 C. C. Foster, Secretary.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Iron Superstructure, Des Joachims Interprovincial Bridge," will be received at this office until Friday, 10th October, 1900, inclusive, for the construction of an iron superstructure for the Interprovincial Bridge over the Ottawa River at Des Joachims, County of Pontiac, P.Q., according to a plan and a specification to be seen at the office of F. S. Rees, Esq., Dockmaster, Dry Dock, Kingston, Ont., at the Public Works Office, Montreal Post Office, Que., on application to the Postmaster at Hamilton, Ont., and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, for two thousand dollars (\$2,000.00), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,
 JOS. R. ROY,
 Acting Secretary.

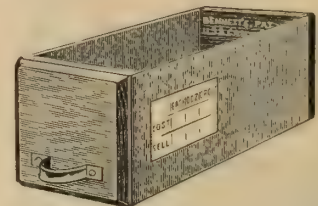
Department of Public Works,
 Ottawa, Sept. 28th, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (41)

"BUILD TO-DAY THEN,
 STRONG AND SURE.
 WITH A FIRM AND
 AMPLE BASE."
 — Longfellow.

DO YOU?
 WISH THUS TO BUILD
 an advertisement
 in the
**CONTRACT-
 RECORD.**
 TORONTO
 will bring you
 tenders from the
 best contractors.

WRITE FOR NEW PRICE LIST ON



BENNETT'S SHELF BOXES.

Our box, with ash front, hard-oil-finished, with polished brass pull, is so cheap that it will not pay you to make your own shelf-boxes when you can get this up-to-date box at such low prices.

J. S. BENNETT, Patentee and Manufacturer,

20 Sheridan Ave. TORONTO

N.B.—Don't forget we make boxes to suit your present shelving.

Stanley Rule & Level Co.,

NEW BRITAIN, CONN., U.S.A.

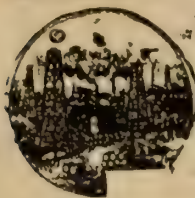
Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



VanTuyl & Fairbank

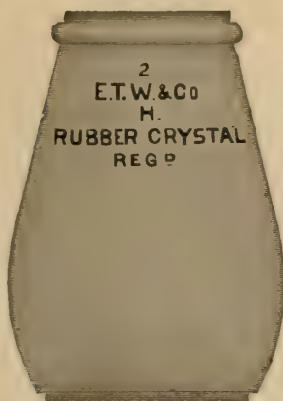
Petrolia, Ont.
Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.



LANTERN GLOBES

Best Quality.



Fit Any Lantern.

1, 3 AND 6 DOZ. IN A CASE.

E. T. WRIGHT & CO.
HAMILTON, ONT.



"JARDINE"

TIRE UPSETTERS WILL UPSET TIRES

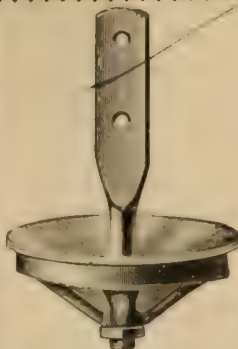
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

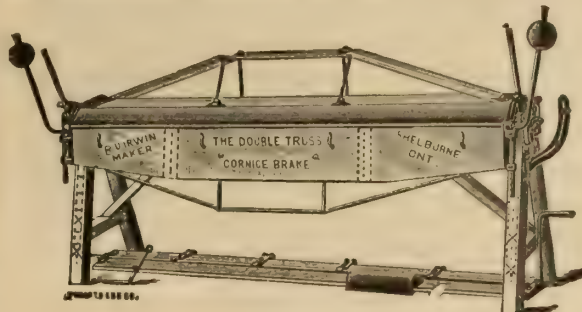
Valves and Plungers.

Only the very best leather and rubber are used in these goods, and all are carefully and evenly fitted, making them the best of their kind.



Berger Bros.
Co.

PHILADELPHIA, U.S.A.



This eight-foot Brake bends 22-gauge iron and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELBURNE, ONT.

HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of

High Grade

REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere



STEVENS RIFLES

THE FAVORITE

is made in three calibres

22, 25 and 32 Rim Fire

and is the best low-priced rifle made. Highest quality of work
Accuracy guaranteed. Weight, 4½ lbs.

No. 17, Plain Sights— List \$ 8.00

No. 18, Target Sights— " 11.50

No. 19, Lyman Sights— " 12.00

Send for our complete catalogue.



J. STEVENS ARMS & TOOL CO.

For Sale by All Leading Canadian Jobbers
At Trade Discounts.

P.O. Box 215, CHICOPEE FALLS,
MASS., U.S.A.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT
TWIN MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared to furnish the best made goods in the market at closest prices and make prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

RAZOR STROPS AND STONES.

RAZOR strops are made in hundreds of varieties, counting kinds, qualities, materials, sizes, styles and manner of finish. They are produced to the number of millions annually.

The very best of the swing strops now so extensively used, according to New York Hardware, are made of Russian leather. Strops of this kind, with the very simplest sort of mountings at one end to hang the strop up by and at the other end to hold it by, cost from \$1 to \$2 each. Strops of imitation Russian leather are sold as cheaply as 50c. Fine Russian leather swing strops with silver mountings range in price from \$5 to \$25 each.

After those of Russian leather the best swing razor strops are made of horsehide, of which, in fact, a very large proportion of all swing strops are made. Horsehide strops are produced in great variety, genuine horsehide strops being sold at from 25c. to \$1.25 each. Imitation horsehide strops, made of cowhide, are sold at various prices, from 10 to 75c. each. Swing razor strops are made also of calfskin and of porpoise leather.

Perhaps 5 per cent of the swing strops sold consist of the leather alone, but the great majority of them, of whatever kind, grade or quality, consist of two parts—the leather strop and a strop of corresponding dimensions of cotton or linen. On cheap strops, this part is of cotton; on the best strops, of whatever kind, it is of the best Irish linen, woven in the form of a hose and then flattened into strop form.

There is a swing strop that is reversible. If the face of the leather is cut in use, the strop attachments are such that the leather can readily be turned. There is also a swing strop that rolls up like a window-shade into the attachment from which it swings on the wall.

Hand strops, the familiar two-sided and four-sided strops with a handle at one end, are made in very great variety, including, for example, one sort of which, small in size, has a handle that unscrews and can be dropped inside a place made to receive it in the strop.

Besides these hand strops of solid construction with two or four sides there are hand strops whose sides are composed of leather straps drawn at either end over a supporting framework which can be tightened by turning up on the handles.

Hand strops are sold at various prices, ranging from 15c. to \$4 each; silver-mounted hand strops run up to \$25 each.

By no means every man that shaves himself and has a razor strop of some sort has also a razor hone, or stone; as a matter of

fact, not one man in a hundred, perhaps not one in a thousand, has one. There are men that hone their own razors, using perhaps a stone that came down to them from their father, or it might be from their grandfather. And stones can be bought if one wants them that way, in a silver box. But, as a rule, when a man's razors need honing he is more than likely to take them to the barber's; so that the razor stone is virtually a professional implement, used almost exclusively by the barbers.

Of razor stones there are two general kinds, almost all of which of both kinds, are imported, the water stones, as they are called, because they are used with water, from Germany, and the oil stones, used with oil, and called Belgian oil stones, from Belgium. Some barbers use one and some the other, and some use both. Of course, the razor stone is a very important part of the barber's kit of tools, and he values a good stone highly. And a good razor stone is rather a costly thing.

German water stones cost from 25c. to \$2 each, and Belgian oil stones, according to the grit and quality, from 75c. to \$5 each, these prices being for stones from 6 to 15 in. in length, 8 in. and 10 in. being the sizes most commonly used.

CELLULOID FLOOR PAINT.

A Montreal correspondent writes: "In your last week's number, under the head of 'Inquiries and Answers,' came a query: 'Who makes 'Celluloid' floor paint, said to be a good material for hotel floors?' Now, celluloid is highly inflammable, and would make a very dangerous covering for the floors of a hotel, especially if there were any lively 'spirits' around. Celluloid collars and cuffs have gone out of fashion on this account, as the wearers objected to a quick hair singe the reverse way, as it were, and a fire off-hand.

"Hotel floors painted with 'Khaki' floor paint would be smart, clean and sweet. With the addition of a maroon border, the rooms would look warm and comfortable."

CATALOGUES, BOOKLETS, ETC.

THE FAIRBANKS CATALOGUE.

The Fairbanks Co., of ten city fame, have just issued supply catalogue, No. 316, containing a catalogue and price list of Fairbanks "Standard" scales, valves and cocks, gas, steam, mill, factory, and railway supplies, tools, and machinery. The book contains 200 pages and about 3,000 illustrations, is printed upon fine, heavy paper, bound in cloth, and shows that neither labor nor expense has been spared to make it as complete and useful as possi-

ble. In connection with many of the illustrations are added notes explanatory of the mechanism of the various tools or machines, telling what material has been used, and showing the superiority of Fairbanks products. The half-tone cuts are remarkably clear, do most of the explaining themselves, and leave little need for words. A dozen pages of information and an index ought also to be useful. On the whole, it is an interesting encyclopædia in its line, and ought to be in the possession of every hardware merchant.

WELL PLEASED WITH CANADA.

MR. W. R. LYSAGHT, one of the directors of John Lysaght, Limited, of Bristol, England, has been spending two or three weeks in Canada, visiting a number of the customers of this company in Montreal, Toronto, Hamilton, London and Quebec. This was Mr. Lysaght's first visit to Canada, and he expresses himself as delighted with the signs of prosperity and enterprise that were evident wherever he went, and was especially interested in seeing the great variety of purposes for which galvanized iron and sheet steel are being used in Canada.

Mr. Lysaght is a nephew of the late John Lysaght, the founder of the business which has now grown to such large proportions, and he is a thoroughly practical man, taking the personal oversight of the manufacture of the black sheets, which are used in the well-known brands of galvanized iron sent by the firm to this market, and, in fact, all over the world. During the past three years Messrs. Lysaght's black sheet works have been in the process of removal from Wolverhampton, in the Midland district, to Newport, which is on the seaboard in South Wales, and is a specially favorable position for manufacturing and shipping. The removal is now almost completed, and the new mills at Newport, which are fitted with the most modern appliances, are probably not excelled by any establishment in the world in this particular line, and the proprietors are keenly alive to the importance of meeting the requirements of consumers.

Mr. Lysaght had already visited a number of the leading iron and steel works in the United States, and, after leaving Quebec, proceeded to Sydney to see the developments there, which are greatly interesting buyers of raw material in Great Britain. He reports that business generally in England continues in a satisfactory condition with only a slight weakening in values from the highest point reached, and, his own works, like very many others, have been kept continually in operation to their full capacity.

"BRASSITE"

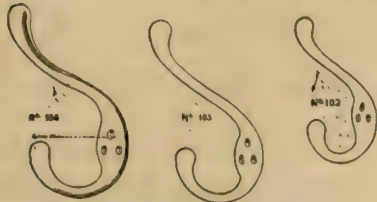
Hat & Coat  **HOOKS.**

2 Dns. No. 102

TRADE MARK

SAVE MONEY BY BUYING

Gunn's Patent Brassite Goods



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

Please take note of our new Trade Mark.

THE GUNN CASTOR CO., Limited.
KNOX HENRY,

Canadian Agent, 220 Board of Trade MONTREAL.

THE ... Waggoner Extension Ladder.

The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, trestle boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address, "Machinery, Newport, Mon."

"NOW YOU SEE IT, NOW YOU DON'T"



The above Cut shows

THE BOWSER OUT DOOR GASOLINE CABINET
With the WORLD FAMOUS-

3 MEASURE PUMP
SELF MEASURING

GALLONS, HALF GALLONS and QUARTS at a stroke, with Special Gasoline Equipment and felt "sinking boxes," rendering it "EVAPORATION PROOF," can be locked up, making it "thief" and "boy proof." Any capacity. Swing doors if preferred.

Was the cry of the old-time "Thimble Rigger" who manipulated the little Peas under the Walnut shell. When the Victim "saw it" he lost; when he "didn't see it" the Gamester won. Did it ever occur to you that in retailing gasoline from a wooden barrel or from an ordinary tank that you stand about as much chance to quit the gasoline season "winner" as the victim had to beat the "shell game?" Gasoline is the most volatile of liquids, and if contained in anything but an absolutely tight receptacle, evaporates and disappears in air like the "dew before the morning sun." It goes through wood like water through a sieve, and with it goes your profits. Fifty per cent. a month is a low estimate of loss. There is a nice profit in gasoline if handled right. The "right" way is to have a "tight" tank.

BOWSER TANKS ARE "TIGHT" TANKS.

Why not step the "Now you see it, now you don't" game? You can't win. Catalogue free if you send your address to-day.

S. F. BOWSER & CO., P. O. Box 564,
TORONTO, ONT.

Factory: FORT WAYNE, IND.

THE CAPE BRETON IRON WORKS.

MR. A. J. Moxham, general manager of the Dominion Iron and Steel Company, of Sydney, C.B., was in Montreal the other day and was interviewed by a representative of The Gazette.

He stated that four blast furnaces are in course of construction. The first of these will be finished early in November; and the manufacture of pig iron will then commence immediately. The last one will be completed early in the spring.

THE MANUFACTURE OF STEEL.

will be begun by July 1, 1901. The four blast furnaces combined will, it is estimated, turn out from 1,200 to 1,400 tons per diem, or from 350 to 400 tons each daily, working on Belle Island ore. This unusually large product is possible, Mr. Moxham explains, because the Belle Island ore is "kind" in the furnace, that is, it is easily smelted. Practically, the whole of the metal output will be manufactured into steel when finished.

Two of the blast furnaces are almost finished, and the others are well started. The coke ovens are about three-quarters complete, while

THE STEEL PLANT

is well along. The waterworks and railroad system are now ready. Work will be continued all winter; in fact, Mr. Moxham says there was less time lost last winter than either during the spring or summer months, owing to the unusually good weather which prevailed.

In answer to a question as to where the bulk of the steel output would find a market, Mr. Moxham made the following statement:

"Our market will be practically the whole world, even including the United States, in so far as its export business is concerned. The American manufacturer gets a rebate of 99 per cent. of the duty on everything brought in for export purposes."

"How will the Dominion Iron and Steel Company compete with American manufacturers, like those of Birmingham, Ala., for example?"

COMPETITORS.

"Our two closest competitors," the manager quickly remarked, are "Pittsburg and Birmingham. Theoretically the latter is our closest competitor, but in actual practice it will be the former; and the reason is this; i.e., that Birmingham has not as yet gone far beyond the crude portion of steel manufacture, while Pittsburg has developed the industry to the utmost point of finished manufacture. If you want an exact comparison of relative advantages, I will try to give it to you.

COST OF MANUFACTURE.

"To manufacture one ton of steel in Pittsburg they have to carry two tons of ore

over 230 miles of railroad and 1,000 miles of water. They have also to take two tons of coal, or its equivalent in coke, over 60 miles, and one-half ton of limestone over, say, 100 miles. Omitting the lake traffic, this is equivalent to 580 ton railroad miles; and, in addition to this, Pittsburg has to carry each ton of steel 450 miles to reach tide water.

"Birmingham has the raw materials pretty well assembled, but the finished steel must be carried 600 miles before it reaches tide water.

SYDNEY'S ADVANTAGE.

"Against both of these places Sydney has about 400 miles of sea haul on iron ore, nothing whatever on coal and nothing on the finished material, because she manufactures at tide water. Nor is that all. Sydney is 1,000 miles nearer European ports than New York, and 3,000 miles nearer than Mobile, the shipping point for Birmingham."

Speaking of the question of Government tariffs Mr. Moxham said, "The Dominion Iron and Steel Co. could ship into the United States even for domestic use at a profit, in spite of the tariff. The only thing that deters them from doing so is the consideration that more profitable markets exist elsewhere."

"Could you state approximately about what you think Sydney's advantage over the American companies ought to be?"

"In dollars and cents, I would put Sydney's advantage at from \$5 to \$6 per ton over Pittsburg; and probably from \$3 to \$4 on Birmingham, Ala., that is measuring by export business in all three cases, and leaving out of the question Government bounty."

"What is considered

A FAIR PROFIT ON STEEL?"

"A perpetual guarantee of \$2 per ton profit on the product would be a handsome recompense to capital in the steel business."

Regarding the situation locally, Mr. Moxham says that the town of Sydney is forging ahead rapidly, but along legitimate lines. Some 800 houses have gone up within the last few months. There are banks and other public buildings. Several miles of sewers and water pipes have been laid; and in other ways, similarly, the place is developing. He states, however, that the local labor will not be sufficient to fill the bill, and men will be needed from all over Canada. The chief classes of labor at present are the Italians, Newfoundlanders, Cape Bretonians and French-Canadians. Next year there will, in all probability, be somewhere in the neighborhood of 4,000 men employed at Sydney, and between 1,000 and 1,200 at the mines, which are some 400 miles distant from the town.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE
BASKET CO.



Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from
Canadian Office:

6 St. Sacramento St., MONTREAL

F. A. YORK, Manager.

"MIDLAND" BRAND Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co., - Galt, Ont.

We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

CURRENT MARKET QUOTATIONS.

October 5, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 35 0 36

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box
I.C., usual sizes \$7 00
I.X. 8 50
I.X.X. 10 00
Famous—
I.C. 7 50
I.X. 8 50
I.X.X. 9 50
Raven & Vulture Grades—
I.C., usual sizes 5 00
I.X. 6 00
I.X.X. 7 00
I.X.X.X. 8 00
D.C., 12x17 4 75
D.X. 5 50
D.X.X. 7 50

Coke Plates—Bright

Bessemer Steel—
I.C., usual sizes 4 30
I.C., special sizes, base... 4 50
20x28 8 75
Charcoal Plates—Terne
Dean or J. G. Grade—
I.C., 20x28, 112 sheets 9 00
I.X., Terne Tin 11 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs }
14x60 " } 0 07 0 07½
14x65, " }

Tinned Sheets.

72x30 up to 24 gauge. 0 08 0 08½
26 " 0 08½ 0 09
28 " 0 09 0 09½

Iron and Steel.

Common Bar, per 100 lbs. 1 70
Refined 2 10
Horse Shoe Iron 1 95
Hoop steel, ½ to 3 in. base,
extras for smaller sizes 3 25
Sleigh Shoe Steel 2 00
Tire Steel 2 10
Machinery 2 25
Cast Steel, per lb. 0 00
Toe Calk Steel 0 45
T. Firth & Co's special cast steel, per lb. 0 22

Boiler Tubes.

1½-inch 0 21½
2 " 0 13½
2½ " 0 16
3 " 0 17½

Steel Boiler Plate.

¼ inch 2 25
3-16 inch 2 25
¾ inch and thicker 2 25

Black Sheets.

18 gauge 3 10
20 " 3 10
22 to 24 " 3 20
26 " 3 30
28 " 3 40

Canada Plates.

All dull, 52 sheets 3 15
Half polished 3 25
All bright 3 85

Iron Pipe.

Black pipe—
¾ inch 3 30 3 35
1 " 3 25 3 40
1½ " 3 45 3 85
2 " 4 90 5 50
2½ " 6 75 7 50
3 " 8 10 9 00
4 " 10 75 12 00
2½-6 inch, discount 55 to 55 and 10 p.c.
Galvanized pipe—
¾ inch 5 00 5 10
1 " 5 05 5 15
1½ " 8 00 8 25
2 " 10 75 11 25
2½ " 12 75 13 50
3 " 17 00 18 00

Galvanized Sheets.

G.C. Comet. Amer. Head. Queen's.
16 gauge 4 50 4 50 4 10
18 to 24 gauge 4 50 4 20 4 35
26 " 4 75 4 45 4 35
28 " 5 00 4 70 4 50
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb
" 5-16 " " 7 50 8 00
" ¾ " " 4 75 5 10
" 1 " " 4 25 5 00
" 1½ " " 4 00 4 25
" 2 " " 3 75 4 00
" 2½ " " 3 50 3 80
" 3 " " 3 25 3 50

Halter, kennel and post chains, 40 and 50 p.c.
Cow ties 40 p.c.
Stall fixtures 35 p.c.
Trace chain 30 and 10 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.

Ingot
English B. S., ton lots 0 19 0 20
Lake Superior
Bolt or Bar
Outlengths round, ½ to ¾ in. 0 23½ 0 25
round and square
1 to 2 inches 0 23½ 0 25

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 23 0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 23 0 23½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.
Tinned copper sheets 0 26
Planished 0 32

Braziers (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb. 0 25½
35 to 45 " 0 24½
50-lb. and above, " 0 23½

Boiler and T. K. Pitts.

Plain Tinned, per lb. 0 28
Spun, per lb. 0 32

Brass.

Rod and Sheet, 14 to 30 gauge, 10 per cent. Sheets, hard-rolled, 2x4 0 24 0 25
Tubing, base, per lb. 0 24 0 25

Zinc Spelter

Foreign, per lb. 0 06 0 06½
Domestic
Zinc Sheet.
5 cwt. casks 7 00
Part casks 7 50

Lead.

Imported Pig, per lb. 0 05
Bar, 1 lb. 0 05½
Sheets, 2½ lbs. sq. ft., by roll. 0 05½
Sheets, 3 to 6 lbs., " 0 05½

NOTE.—Cut sheets ½ cent per lb. extra Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toron'o.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and bal., \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder.

Bar half-and-half 0 21 0 22
Refined 0 20½ 0 21
Wiping 0 20 0 20½
NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb. 0 11 0 11½

White Lead.

Pure 6 22½
No. 1 do 5 25
No. 2 do 5 20
No. 3 do 5 10
No. 4 do 5 12½
Munro's Select Flake White 7 12½
Elephant and Decorators' Pure 6 87½

Red Lead.

Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 6 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.

Elephant Snow White 0 08 0 09
Pure White Zinc 0 08 0 19
No. 1 0 06 0 07½
No. 2 0 05 0 06½

Dry White Lead.

Pure, casks 5 75
Pure, kegs 6 25
No. 1, casks 5 50
No. 1, kegs 6 00

Prepared Paints.

In ¼, ½ and 1 gallon tins.
Pure, per gallon 1 20
Second qualities, per gallon 1 00
Barn (in bbls.) 0 75
The Sherwin-Williams Paints 1 35
Canada Paint Co's Pure 1 20
Sanderson Pease's Pure 1 20
Stewart & Wood's Champion Pure 1 20

Colors in Oil.

25 lb. tins, Standard Quality.
Venetian Red, per lb. 0 05
Chrom Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls 1 35
Yellow Ochre (J.F.L.S.) bbls 2 75
Yellow Ochre (Royal) 1 10
Brussels Ochre 2 00
Venetian Red (best), per cwt. 1 80
English Oxides, per cwt. 3 00
American Oxides, per cwt. 1 75
Canadian Oxides, per cwt. 1 75
Super Magnetic Oxides, 93 p.c. 2 00
Burnt Sienna, pure, per lb. 0 10
do Raw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03½

Ultramarine Blue in 28-lb boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
English Vermilion, per 100 lb. 1 25
Pure Indian Red, No. 45, lb. 0 80
Whiting, per 100 lb. 0 55

Blue Stone.

Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 18

Putty.

Bulk in bbls., 1 95
Bulk in less quantity 2 10
Bladders in bbls. 2 10
Bladders in kegs, boxes or loose, 2 25
Bladders in 25-lb. tins 2 35
Bladders in 12½-lb. tins 2 60
Bladders in 1 lb. portions, less than 100 lb. 2 80

Varnishes.

(In 5-gal. lots.) Per gal.
Carriage, No. 1 2 90 3 30
" body 8 00 9 00
" rubbing 4 00 5 00
Gold Size, Japan 3 00 3 40
Brown Japan 2 40 2 80
Elastic Oak 2 50 3 30
Furniture, extra 1 60 2 00
" No. 1 2 70 3 10
Hard Oil Finish 3 20 3 60
Demar 3 30 3 70
Shellac, white 1 40 4 40
" orange 4 00 4 10
Furniture Brown Japan 1 60 2 00
Black Japan 2 40 2 80
No. 1 1 60 2 00



The Imperial
Varnish & Color
Co's, Limited
Elastilite Varnish
1 gal. can, each.
\$2 09.

Granatine Floor
Finish, per gal.
\$2 00.

Maple Leaf
Coach Enamels:
Size 1, 60c.;
Size 2, 35c.; Size
2, 20c. each.

Linseed Oil.

1 to 4 bbls delivered Raw. Boiled.
5 to 9 bbls \$0 81 \$0 83
Toronto, Hamilton, London and Guelph
2c. less.

Turpentine.

Single barrel, freight allowed 0 09
2 to 4 barrels 0 28

Castor Oil.

East India, in cases, per lb. 0 10 0 11
" small lots 0 10 0 11

Cod Oil, Etc.

Cod Oil, per gal. 0 50 0 55
Pure Olive 1 20
" Neatsfoot 90

Glue.

Common 75
French Medial 0 14 0 14½
Cabinet, sheet 0 11 0 13
White, extra 18 0 20
Gelatine 0 22 0 30
Strip 0 18 0 20
Coopers 0 19 0 20
Hutner 0 18

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.

Ammunition.

Cartridges.
B. E. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dia. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
net list. B. E. Caps, discount 45 per cent.
Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival
and Nitro, 10 p. c.
Brass shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads. per lb.
Best thick white felt wadding, in 3/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/2-b. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Per lb. 10 0 12 1/2
Anvil and Vise combined 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33 1/2 per cent.
Hunters Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, " 13 00 15 00

Bath Tubs.

Zinc, 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim, 1st quality, 30 00
2nd " 22 00

Anti-Friction Metal.

"Tandem" A, per lb. 0 27
" B, " 0 21
" C, " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25

SYRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.
Door.

Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 27 1/2 per cent.

Farm.
American, each, 1 25 3 00
House.

Belows.
American, per lb., 0 35 0 40
Hand, per doz., 3 35 4 75
Moulders, per doz., 7 50 10 00
Blacksmiths, discount 40 per cent.

Belt.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.
Gilmour's, 47 1/2 to 50 per cent.
Expansive.

Clark's, 40 per cent.
Gimlet.

Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.
All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts. Per cent.
Norway Bolts, full square, 65
Common Carriage Bolts, full square, 85
" " 5-16 and under, 65
" " 3/8 and larger, 55

Machine Bolts, all sizes, 60
Coach Screws, 70
Sleigh Shoe Bolts, 75
Blank Bolts, 60
Bolt Ends, 65
Nuts, square, 4c. off
Nuts, hexagon, 4 1/2 c. off

Tire Bolts, 67 1/2
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 6c.
Plough Bolts, 55

Boot Calks.
Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.
Discount, 55 per cent.

Broilers.
Light, dia. 65 to 67 1/2 per cent.
Reversible, dia. 65 to 67 1/2 per cent.
Vegetable, per doz., dia. 37 1/2 per cent.

Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.
German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 45 00

Cast Iron.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Cast Iron.
Wrought Brass, net revised list
Loose Pin, dia. 60 per cent.

Wrought Steel.
Fast Joint, dia. 60 and 10 per cent.
Loose Pin, dia. 60 and 10 per cent.
Berlin Bronze, dia. 70, 70 and 5 per cent.

Gen. Bronze, per pair, 0 40 0 65
Carpet Stretchers.
American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.
Bed, new list, dia. 55 to 57 1/2 per cent.
Plate, dia. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross, 50 9 50

Cement.
Canadian Portland, 2 80 3 00
English, 3 00
Belgian, 2 75 3 00
Canadian hydraulic, 1 25 1 50

Chalk.
Carpenters, Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dia. 70 per cent.
Warnock's, dia. 70 per cent.

Churns.
Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 58
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.
Axle dia. 65 per cent.

Closets.
Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.
American, dia. 62 1/2 to 65 per cent.

Crates, Grain.
Canadian, dia. 25 to 33 1/2 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair, 17 1/2
" 5, 22 1/2
" 6, 15
Boynton pattern, 20

Door Springs.
Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.
Coach and Wagon, dia. 50 and 10 per cent.
Carpenters, dia. 70 per cent.

Drills.
Hand and Breast.
Millar's Falls, per doz. net list.
DRILL BITS.
Morse, is, 37 1/2 to 40 per cent.
Standard, dia. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dia. 35 per cent.
ELBOWS. (Stovepipe).
No. 1, per doz., 1 80
No. 2, per doz., 1 60
Bright, 20c. per doz. extra.

ESCUTCHEONS.
Discount, 27 1/2 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foste, 60 and 10 p. c. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.
Hay, manure, etc., dia. 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size Per Star Per D. Diamond Per
United 50 ft. 100 ft. 50 ft. 100 ft.
Inches.

Under 26, 2 10 4 00 6 00
26 to 40, 2 30 4 35 6 65
41 to 50, 4 75 7 25
51 to 60, 5 00 8 50
61 to 70, 5 35 9 25
71 to 80, 5 75 10 50
81 to 85, 50 11 75
86 to 90, 14 00
91 to 95, 15 50
96 to 100, 18 00
101 to 105, 21 00
106 to 110, 24 00

GAUGES.

Marking, Mortise, Etc.
Stanley's dia. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/8 per gross, 9 00
" 1/2 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., 5 15 5 20
Web, per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dia. 5 to 10 per cent. Can. dia.
25 to 27 1/2 per cent.

Tack.
Magnetic, per doz., 1 10 1 20

Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Peen.
English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.
C. & B., dia. 40 per cent. rev. list.

Hoe.
C. & B., dia. 40 per cent. rev. list.

Saw.
American, per doz., 1 00 1 25

Plane.
American, per gross, 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Cut Saws.
Canadian, per pair, 0 13 1/4

HANGERS.

doz. pairs
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered—
No. 11, 5-ft. run, 3 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.
Discount, 50 and 10 per cent.

HATCHETS.
Canadian, dia. 40 to 42 1/2 per cent.

HINGES.
Blind, Parker's, dia. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., " 0 06 1/2
" 6-in., " 0 06
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dia. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 3 50
Per gro. pair 12 00

HOES.
Garden, Mortar, etc., dia. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.
Discount, 45 and 5 per cent.

HOOBS.

Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dia.
47 1/2 per cent.

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dia. 55 per cent.

HORSE NAILS.
"O" brand 50 p. c. dia. } Oval head.
"M" brand 50 p. c. }

Acadian, 50 and 10 per cent.

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SHEFFIELD,
ENGLAND.

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Scissors, Butcher Knives
and Steels, Palette and
Putty Knives.

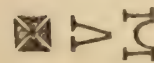


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F.O.B. Montreal.			German and American.			30 " 22 00			Sargent's, per doz..... 0 65 1 00		
No. 2 No. 1.			NAIL SETS			35 " 26 00					
Iron Shoes.			Square, round, and octagon,			40 " 30 00			DISCOUNT OFF COPPER BOILERS 10 PER CENT.		
Light, medium, and heavy...			per gross.						RAKES.		
Snow shoes.			Diamond						Cast steel and malleable Canadian list dis.		
Steel Shoes.			Poultry, 40 and 5 per cent. for McMullen's.						50 and 10 p.c. revised list.		
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Featherweight (all sizes)...			Per 100 lb.						RASPS AND HORSE RASPS.		
F.O.B. Toronto, Hamilton, London and									New Nicholson horse rasp, discount 60 p.c.		
Guelph, 10c. per keg additional.									Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Toe weight steel shoes.....									Heller's Horse rasps, 50 to 50 and 5 p.c.		
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Discount, 45 and 5 per cent. off list, June									Geo. Butler & Co.'s,..... 8 00 18 00		
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Star per doz..... 3 00 3 25									Theile & Quack's..... 7 00 12 00		
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Cabinet, trunk, and padlock,									Iron Rivets, discount 60 and 10 per cent.		
Am. per gross..... 60									Iron Burrs, discount 55 per cent.		
KNOBS.									Black and Tinned Rivets, 60 p.c.		
Door, japanned and N.P., per									Extras on Iron Rivets in 1-lb. cartons, 1/2 c.		
doz..... 1 50 2 50									per lb.		
Bronze, Berlin, per doz..... 2 75 3 25									Extras on Iron Rivets in 1/2-lb. cartons, 1c.		
Bronze Genuine, per doz..... 6 00 9 00									per lb.		
Shutter, porcelain, F. & L.									Copper Rivets & Burrs, 35 and 5 p.c. dis.,		
screw, per gross..... 1 30 4 00									and cartons, 1c. per lb. extra, net.		
White door knobs—per doz.									Extras on Tinned or Coppered Rivets in		
1 25									1/2-lb. cartons, 1c. per lb.		
HAY KNIVES.									Terms, 4 mos. or 3 per cent. cash 30 days.		
Discount, 50 and 10 per cent.									RIVET SETS.		
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Discount, 60 per cent.									ROPE, ETC.		
LANTERNS.									Signal.		
Cold Blast, per doz..... 7 50									Manila.		
No. 3 "Wright's"..... 8 50									7-16 in. and larger, per lb. 8 1/2 12 1/2		
Ordinary, with O burner..... 4 25									3/8 in. 9 1/2 13 1/2		
Dashboard, cold blast..... 9 50									1/2 and 5-16 in. 11 14 1/2		
No. 0..... 6 00									Cotton base, 1/4-inch and		
Japanning, 50c. per doz. extra.									larger 14% 15		
LEMONG SQUEEZERS.									Russia Deep Sea..... 15 1/2		
Porcelain lined,..... 2 20 5 60									Jute..... 8		
Galvanized..... 1 87 3 85									Lath Yarn..... 9 1/2		
King, wood..... 2 75 2 90									New Zealand Rope..... 10 1/2		
King, glass..... 4 00 4 50									RULES.		
All glass..... 1 20 1 30									Boxwood, dis. 75 and 40 p.c.		
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Chalk..... 1 90 7 40									per set		
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Russell & Erwin, per doz.... 3 05 3 25									SAND AND EMERY PAPER.		
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Eagle, dis. 30 p.c.									B & A sand, 40 and 2 1/2 per cent.		
Padlock.									Emery, 40 per cent.		
English and Am., per doz.... 50 6 00									SAP SPOUTS.		
Scandinavian,..... 1 00 2 40									Bronzed iron with hooks, per doz... 9 50		
Eagle, dis. 15 to 17 1/2 p.c.									SAWS.		
MACHINE SCREWS.									Hand, Disston's, dis. 12 1/2 p.c.		
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Flat head, discount 25 p.c.									Crosscut, Disston's, per ft.... 0 35		
Round Head, discount 20 p.c.									S. & D., dis. 35 p.c. on Nos. 2 and 3.		
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Tinmith's, per doz..... 1 25 1 50									frame only..... 0 75		
Carpenters', hickory, per doz. 1 25 3 75									SASH WEIGHTS.		
Lignum Vitae, per doz..... 3 85 5 00									Sectional, per 100 lbs..... 3 25		
Caulking, each..... 60 2 00									Solid,..... 1 50		
MATTOCKS.									SASH CORD.		
Canadian, per doz..... 8 50 1 00									Per lb..... 0 23 0 30		
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American, dis. 25 to 30 p.c.									"Lincoln," per doz..... 6 50		
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MILK CAN TRIMMINGS									B. S. & M. Scales, 45 p.c.		
Discount, 25 per cent.									Champion, 65 per cent.		
NAILS.									Fairbanks Standard, 35 p.c.		
Quotations are:									Dominion, 55 p.c.		
2d. and 3d..... \$3 35 \$3 35									Richelieu, 55 p.c.		
3d..... 3 00 8 52									Chatillon Spring Balances, 10 p.c.		
4 and 5d..... 2 75 3 35											
6 and 7d..... 2 65 3 20											
8 and 9d..... 2 50 3 00											
10 and 12d..... 2 45 2 85											
16 and 20d..... 2 40 2 80											
30, 40, 50 and 60d. (base)..... 2 35 2 85											
Galvanizing 2c. per lb. net extra.											
Steel Cut Nails 10c. extra.											
Miscellaneous wire nails, dis. 70 per cent.											
Coopers' nails, dis. 30 per cent.											
Flour barrel nails, dis. 25 per cent											

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—Canadian Representatives— A. C. LESLIE & CO.,
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For other Provinces.

Trunk nails, black	85 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued and tinned.....	65 and 5
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	15
" " in bulk	15
" " solid heads, in bulk.....	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails.....	15
Zinc glazier's points.....	5
Double pointed tacks, papers.....	90 and 10
" " bulk	40

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English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
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Tin case and dairy, dis. 75 to 75 and 10 p.c.

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Game, steel, 72½, 75 p.c.

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Bench, parallel, each

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and 10 per cent.

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Brass wire, 50 to 50 and 2½ per cent. off the
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Smooth Steel Wire, base, \$2.80 per 100
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vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.
—spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent.
List of extras: In 100-lb. lots: No.
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\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
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10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ¼-lb. hanks, \$1—
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papering, 10c.

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Clothes Line Wire, 19 gauge,
per 1,000 feet..... 3 30

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Galvanized 4 barb, 2½ and 5 inches apart..... 3 00
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Galvanized barb, f.o.b. Cleveland, \$2.85 in
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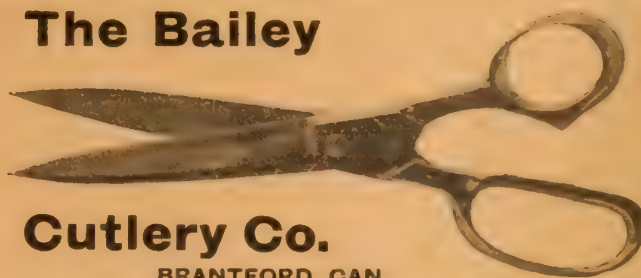
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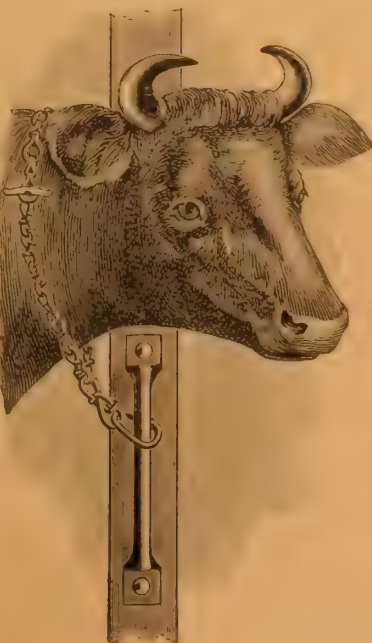
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Dominion Pattern Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short, with prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

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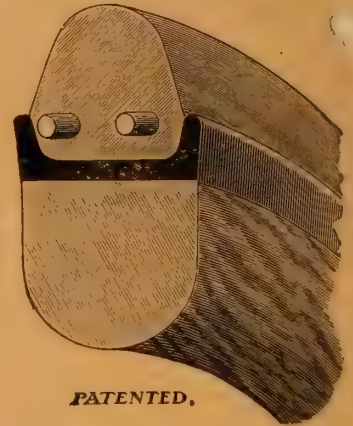
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VOL. XII.

MONTREAL AND TORONTO, OCTOBER 13, 1900.

NO. 41

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"Tandem" Metals are better than
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Iron—uniformity in quality, weight, flat-
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P TONGS

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STOCKS and DIES.

BRASS GLOBE, ANGLE and CHECK **VALVES**
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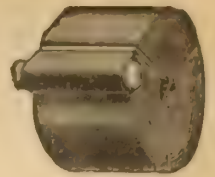
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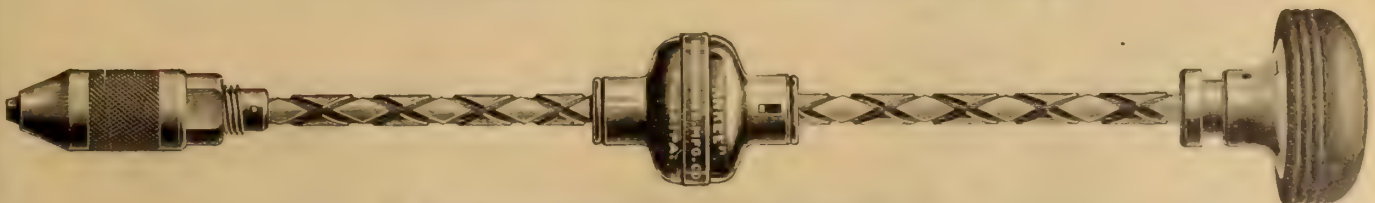
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NO. 41 AUTOMATIC DRILL WITH DRILL POINTS IN HANDLE.



NO. 42 AUTOMATIC DRILL WITH DRILL POINTS IN BOX.



NO. 50 RECIPROCATING DRILL, FOR WOOD OR METALS.

Sold by Leading Jobbers
throughout the Dominion.

NORTH BROS. MFG. CO.,
Philadelphia, Pa., U. S. A.

The Selling Qualities

Of our splendid Range—

The Imperial Oxford

make them the most desirable stock you
can handle.

**THEIR DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK**

and other improved features, give them a quickly appreciated precedence over other ranges.

Housewives everywhere praise them enthusiastically. Customers realize the superiority on sight — sales are easy.

They're the popular range of Canada.

Write for our Price List.

THE GURNEY FOUNDRY CO., Limited
Toronto, Winnipeg, Vancouver.



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Canada Plates

Ordinary Quality

18 x 21 x 60 sheets.
18 x 24 x 52 "
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Best All-Bright

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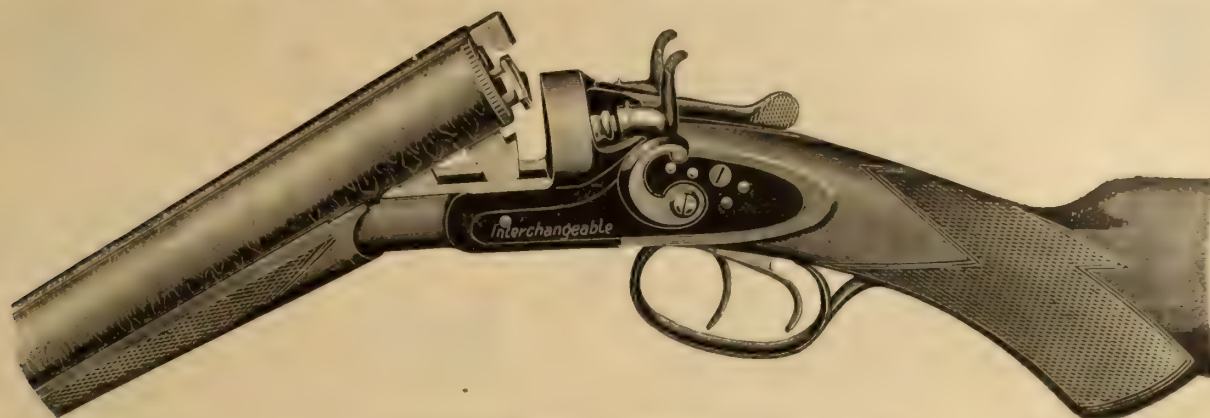
M. & L. Samuel, Benjamin & Co.

General Importers and Exporters and Metal Merchants

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Full . . .
Machine-made **Guns, Interchangeable** in all parts



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HARDWARE.

WINNIPEG - CANADA.

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"GOOD CHEER ART"

BASE BURNER.

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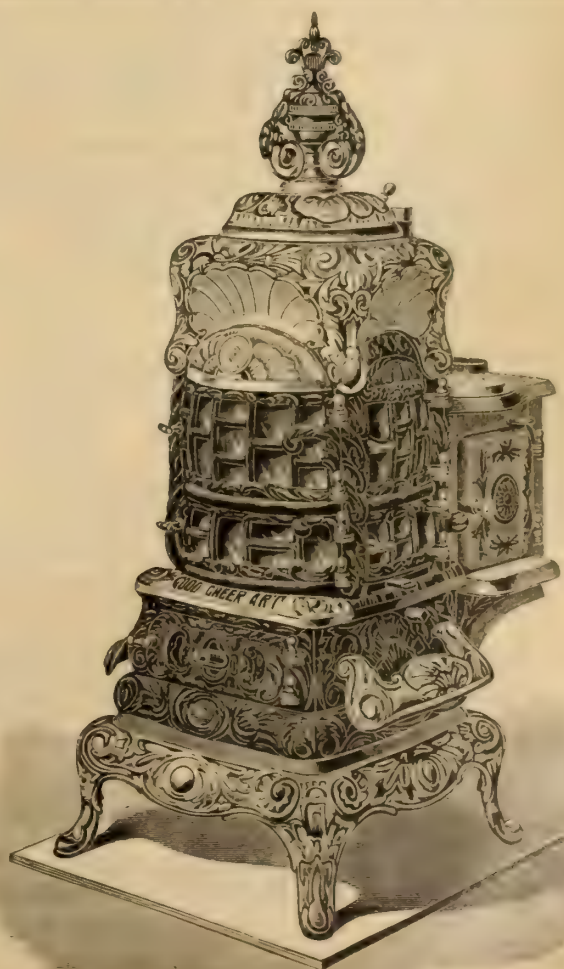
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WOODSTOCK, ONT.

Limited





WE WOULD LIKE

to place your name amongst our list of customers for enameled wares. We feel satisfied we can please you both in quality and price. A sample order will convince you as to their merits.



OUR BRANDS OF

"Crescent"

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STEEL

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Finish.

Leaders for all seasons, trade-winners, business-builders.

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ESTABLISHED 1860.

INCORPORATED 1895.

4
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**THE AUER
GASOLINE
LAMP**

No. 9,
200 Candle Power

Suitable for
**STORE,
RESIDENCE
OR CHURCH.**

The only Lamp on the Canadian market which
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YOUR MONEY BACK IF NOT ENTIRELY SATISFIED.

For Catalogues and Prices on Lamps, Mantles and Sundries,
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The best way for a hardware dealer to insure the success
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and Japan.

Customers are sure when they buy our Island City Paints
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C
 BRAND
**HORSE
 NAILS**

have been made by us for the past thirty-five years.

They are to be found on sale from the Atlantic to the Pacific.

Our Horse Nail Works are the largest of the kind in the Dominion.

We make Horse Nails only.

Don't accept any substitutes or imitations of our registered trade mark:

C

Our name in full is on each box of our make.

**Canada
 Horse Nail
 Company
 Montreal**

Established 1865

Buying the Best and Paying for it.

There are two things which never go together—the best article and the lowest price.

The best article—whatever it is—must be made from the best material, by the best process, and with the aid of the best skilled workmen. The best article therefore, must cost most to produce, and necessarily command the best price.

**If you want the best article,
 you must pay for it.**

There are two things which always go together—the poorest article and the lowest price. You pay your money and take your choice!

The “C” Brand Horse Nails

have always stood highest in the opinion of the trade, and they have always been sold at the best price. They are made from the best material known for the purpose or used by any manufacturer, and are of a special quality of Swedish charcoal refined mild steel, which is much superior to the so-called “Norway Iron.”

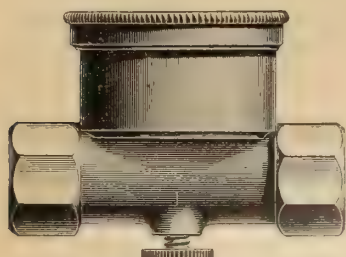
Our nails are forged into the desired pattern while the rods are at a white heat, which is positively the best process in use; the result being a thoroughly hammered nail, which, after passing through the several processes required of rolling, pointing and finishing, are all finally submitted to the most exacting inspection and hand sorting.

Every box of nails is therefore warranted perfect and ready for immediate use. They will be found in use by the Farrier to be the easiest to drive, and stand the hardest usage with the best results. They are the cheapest to buy, as they are the best, and the most satisfactory to the consumer in every respect.

In ordering Horse Nails, specify that our make and brand shall be supplied. Don't accept substitutes said to be **“Just as Good.”** There is only One Best, and that is the old reliable “C” brand.

HOW TO SAVE GAS

...USE...

Peebles' Automatic Gas Governors

Gas, Fire and Stove Governor.



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Mercurial Governor for Fixing at Meter.

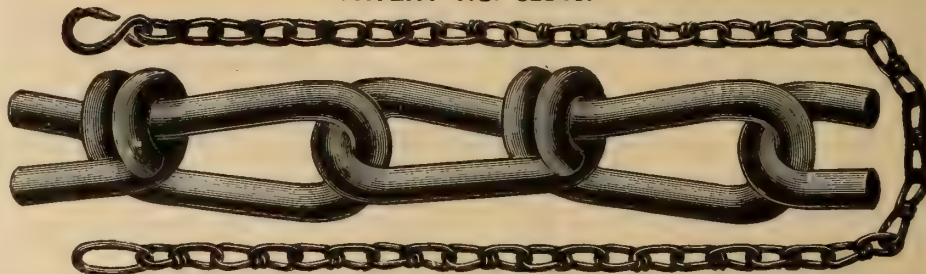
Sole Manufacturers, D. BRUCE PEEBLES & CO., Tay Works, Edinburgh, Scotland.

Always in Stock . . .

Antimony Aluminum
Bismuth Ingot Copper
Ingot Brass Pig Tin
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Solder Type-Metals, etc.

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SYRACUSE and MONTREAL.

BROWN'S PATENT STEEL WIRE CHAIN.
PATENT NO. 32840.

If you are interested in chains examine carefully the perfect mechanical construction of the Brown's. It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

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Hamilton and Montreal.

Are you preparing a welcome for the Canadian boys
from South Africa?

**TORCHES****WILL BE REQUIRED.**

We manufacture them with....

**Long Wood Handles,
Double Swivels,
Screw Burners.**

Each Torch is supplied with Wick. They are Unexcelled.

Kemp Manufacturing Co., Toronto



VOL. II.

MONTREAL AND TORONTO, OCTOBER 13, 1900.

NO. 41.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

BUSINESS MEN AND ELECTIONS.

IN another month the excitement naturally attendant upon the general election will be over and the men who are to be our representatives in the Dominion Parliament for another five years will have been selected.

It is obvious, therefore, that what the business men of this country do in the way of selecting representatives of business common sense must be done quickly if it is to be done at all.

Most of the candidates of the respective parties have been already selected, and there is not much that can now be done in the way of influencing the party caucus, but, if i

is too late to do it at the party caucus, it is not too late to do it at the polling booth.

If the candidate with practical business experience and common sense is not carrying the banner of his own party, then let he merchant vote for the candidate of the other party, if he is efficient in what the other is deficient.

At present the business man is not recognized by either party. Each will boast that its methods and principles are business-like, but neither are prompt in initiating or supporting legislation which the business interests of the country demand.

Party exigencies, not commercial requirements, are the forces that rule political parties, whether they are in or out of office.

If the business men in each constituency were to assume an independent attitude when occasion demanded it, their wishes would be respected a great deal more than they are at present.

Party leaders do not concern themselves about the opinions of those who submissively follow wherever they chose to lead any more than task-masters care for the opinions of their serfs.

The business men of this country are numerous enough to exercise a potent influence in Parliamentary affairs. There are approximately 300,000 individual firms in the Dominion, or about 22 per cent. of the total number of votes on the electoral lists.

The business men of Canada do not realize what a power for good government they might be. We believe, however, they are gradually recognizing the fact. And it is to be hoped that during the ensuing general election they will not only recognize it, but exercise it.

HINT TO TORONTO HARDWAREMEN

JUST now a number of the retail hardwaremen in Toronto are pulling together in order to get the city council to pass an early-closing by-law.

While they are about it they should form a permanent organization. The time is certainly opportune for their so doing.

By meeting together periodically, hardwaremen, like those in any other branch of trade, become on better terms with their fellows and have their ideas broadened and multiplied.

The retail hardwaremen of Montreal have formed an association, and their confreres in Toronto should grasp the opportunity which the early-closing movement affords of doing likewise.

He who is without ambition is of little use to other people, let alone to himself.

LINSEED OIL IS FIRM.

The linseed oil market is strong and exceedingly firm. It is reported in Montreal that last week orders for 20 to 50 barrels were shaded from the official figures now maintaining, but this week all these reductions are withdrawn and an advance of 2 to 3c. per gallon is asked by some dealers. On ordinary lots market quotations prevail.

In view of the fact that navigation will soon close and shut off the possibility of importation, it is beyond the bounds of probability that there will be any tendency to a decline in the Canadian article. All indications point in the opposite direction, and if we are to go by the present condition of the market, an advance may occur at any moment. The demand for this staple is strong.

CANADIAN COAL AND THE EUROPEAN MARKET.

HERE is one thing in regard to our cousins across the border that one cannot but admire, and that is their enterprise in exploiting a new market. One particular in which this characteristic is being strikingly shown at the moment is in regard to the foreign coal trade.

Just now, as everyone knows, coal in Europe is scarce and dear. Those interested in the coal industry of the United States have grasped the opportunity to expand the export trade in that article. The Government interested itself in the matter, with the result that the consuls in the different markets were instructed to report in regard to the trade in their respective districts. Already a number of the consuls have sent in their reports, and they are being published in the official paper which the Department at Washington issues daily. One of these papers recently contained reports from fifteen different consuls, and another nine.

The United States, at present, does not send a great deal of coal to Europe, but the quantity is increasing, and that, in some respects, materially. This is to be gathered from the following figures showing the exports to European countries during the past three years, in tons:

	1898.	1899.	1900.
United Kingdom.....	53	7,896	187
France.....	2,057	1,011	55,317
Germany.....	37	27	2,593
Other European countries	5,905	31,871	175,471
	8,052	40,805	233,568

Here is an increase in 1900, over the previous year, of over 472 per cent.

Compared with its total exports the quantity sent to Europe is small, but its growth during the last year was certainly sufficient to encourage those to persevere who are interested in the trade.

The total exports of coal to all countries, last year, was 7,188,621 tons, valued at \$19,502,412. British North America is the United States' best customer for coal, the quantity exported thereto being 5,413,017 tons valued at \$15,124,850.

Our object in referring to the efforts of the United States to obtain a larger share of the coal trade of Europe is to create an interest in this trade on Canadian account.

At present, the coal mines of Canada are well employed. Only a few days ago a press despatch told us that the Nova Scotian

mines were behind with their orders on Montreal account, and this winter would try the experiment of shipping by boat to Portland and from there to the commercial metropolis of Canada by rail.

But if the coal areas of Canada are to be developed in the near future in a way that is at all commensurate with their possibilities it is evident the export trade will have to be more aggressively exploited, and on European as well as on American account.

At present, according to the returns for the fiscal year 1899, we send to Europe only a little over 21,000 tons of coal, 20,653 tons going to Great Britain and 525 tons to Germany. The total to all countries was 1,140,840 tons valued at \$3,562,794.

The coal areas of Canada are estimated at 97,200 square miles, not including areas known, but as yet undeveloped, in the far north. In the measures of Nova Scotia alone there are estimated to be about 7,000,000,000 tons of coal.

In Great Britain there is a decidedly strong agitation in favor of an export duty on coal. Should this movement be successful, as is by no means improbable, the occasion would be opportune for Canada to try and develop her export coal trade with the European countries which at present draw largely upon Great Britain for their supplies.

DECLINE IN CANADIAN LOCKS.

Locks of Canadian manufacture are lower, a reduction of nearly 20 per cent. having taken place during the week.

The discount is now 45 per cent. off the list.

Although the wholesale houses have been anticipating a change on account of the decline in the United States, it was not expected to be so important. The fear of competition from the other side of the boundary line was probably the determining factor.

EARLY CLOSING IN TORONTO.

The Toronto hardware dealers are following the example of their contemporaries in the grocery trade. The retail grocers secured in January the passage of an early-closing by-law. This was appealed against in the courts, but was sustained. Now

47 retail store dealers, housefurnishers and hardware merchants of that city have petitioned the council for an early-closing by-law. They ask that a by-law be passed ordering the closing of all shops of this class from January 1 to August 1, between 8 o'clock p.m. and 5 o'clock a.m., and from September 1 to December 31, they ask that these stores be closed between 10 o'clock p.m. and 5 o'clock a.m. every night except Saturdays and days preceding statutory and public holidays.

The city council has not yet taken any action in the matter.

HARDWARE STORE SIGNS.

A HARDWARE merchant should always make it his aim to give to his store a distinct individuality of its own. The stock carried by most dealers in these lines is much the same. The difference, therefore, in the appearance of their stores depends rather on the taste and skill of its proprietor than on the goods handled. The power of the advertising done depends more on the vigor and style of description than on the goods described.

To obtain and preserve this individuality, it should be made a point to emphasize the name of the firm in every case. In advertising, it should always be clear and distinct, though not obtrusive. In the store itself, every passer-by should be informed whose store he is passing. Have your firm name in strong letters in the most prominent place at the front; have it hung up in two or three suitable spots inside, and, if the side or back offers good vantage ground for such signs, put the name there.

It would be good policy, too, to have a firm motto or device such as: "The Honest Hardware House," "Where Quality Reigns," "The Cash Hardware Store," "The Big Hardware Store," "Where the Best Goods are Kept." Any phrase like one of these, if used everywhere the name was written, would help much to give the individuality which is a big factor in successful hardware retailing.

A CHANGE IN PICTURE WIRE.

The manufacturers of picture wire in the United States have formed an organization and fixed prices.

On tin picture wire, both a new discount and a new price have been issued. Gilt

wire sells from the old list, but the discount is now 75 per cent., the same as on tin picture wire.

This means an advance in the price of the tin description and a decline in that of the gilt.

CAPITAL AND BRAINS.

A MAN cannot succeed in business, no matter how much capital he has, unless he has brains as well. Neither can a man get along very well in business without capital. A pointed paragraph in regard to this matter recently appeared in *Stoves and Hardware Reporter*. The paragraph reads :

Young men sometimes go into business without sufficient capital. They act under the impression that brains and energy will supply the deficiency, and that because they are possessed of these essentials they will be able to succeed. They also point out that most of the great fortunes have been built up from nothing, but they argue that "what man has done man can do again." So he can—sometimes. It all depends on the way he is built. If he is a mercantile or financial genius he will succeed, but out of 500,000 people there is but one genius of this kind and even he often misses his vocation. A capital that is too small for the requirements of business had better be allowed to wait until it grows. A great deal can sometimes be done with a little money, but these are generally cases where speculation is a factor and the odds are against the investor. But legitimate mercantile affairs have necessarily a slow growth, excepting under exceptional circumstances, and unless they have a sufficient start they are more than likely to stop in the running. The records show that the lack of capital is close to incompetency among the causes for failure.

COTTON ROPE AND TWINE DEARER

A great deal of strength is developing in such manufactures of cotton as rope and twine.

Cotton rope is 1c. per lb. higher than it was a short time ago, while on Thursday of this week the Canadian makers of cotton twine marked their prices up 1½ to 2c. per lb.

The higher prices are of course in sympathy with the appreciation in the value of raw cotton.

HARDWARE AND METAL learns on good authority that none of the cotton used by the rope manufacturers in Canada last year cost them more than 5.05, whereas at the time of writing spot cotton is quoted at 11c.

CAST HARDWARE LOWER.

Jobbers in Canada have been advised of a reduction in the price of some lines of cast hardware of United States manufacture.

It ranges from 10 to 16 per cent. and applies to such lines as door bolts, letter box plates, cupboard catches and turns, sash bolts, etc.

SHOP MANAGEMENT.

BY THOMAS E. M'NEILL.

FEW, even in business, fully comprehend the great importance of system and order in conducting a factory or shop calling for a large amount of detail in work. The greater the number of parts used the greater is the necessity for keeping everything well in hand. This is essential in small shops, so that the work may be finished in proper time and manner, and in the large ones more so, for it soon, by its multiplication, affects the question of profit or loss, success or failure.

If a workman starts out from the shop in the morning without a very clear idea of what he is expected to do during the day, or without all the parts and appliances that he will require to carry on the work, he must either await the coming of the foreman at some indefinite time, pass away the hours as best he can, send his helper back for what he needs, or go himself. All of the time lost must be paid for by someone—if on day's work, by the owner; if on contract work, by the contractor—and invariably ends in dispute and dissatisfaction somewhere. It may be the fault of the workman, at times, but generally it is from mismanagement, both inside and outside of the shop. Someone should do the thinking and planning, leaving the workman to execute as directed. The best workers seldom make good superiors or foremen, for their ideas and thoughts have been contracted by close attention to what they have had in hand, and they seldom look ahead of immediate demands.

As far as possible, all orders and directions should be made perfectly plain and intelligible by drawings, sketches and written descriptions, so that nothing may be left to memory or imagination, and the responsibility should be fixed by the signature of the director, thus cutting off all chances for disputes and dodging of consequences. There must be a responsible head for the entire work, and all orders should emanate from him, or pass through his hands. It is often argued that this is unnecessary, slow and costly, but it is better to be sure before you start and correct any errors then, than pay for them ten-fold afterward, for "a stitch in time saves nine." With these main points properly provided for, put into operation and kept up to the mark all the time, peace, harmony and efficiency ought to prevail.

How to put these into practical operation is most important. The foreman or superintendent should be alert, progressive, fairly well versed in the theory of the business he directs and practical throughout, that he may command the confidence of his men. He should keep an eye to the future all the

time, be impartial, prompt in his dealings with everyone and be considerate of their shortcomings or want of knowledge; giving them all the reasonable assistance possible.

He should, as far as practicable, give all his orders and directions in writing. For this purpose and to facilitate its carrying out, he should have with him blank cards, about 3 x 4 inches, as shown herewith.

NAME.	WORK	DATE
DESCRIPTION		
SCALE.	SIGNATURE.	

With such a card properly filled out there can never be any misunderstanding or evasions. The workman must be fully informed that all of his orders must come from only one manager or his appointee. Mistakes are always costly, and "prevention is better than cure."

The time of the men employed upon different work, both in and out of the shop, on day's work or contract, should be accurately kept, either by a time taker or by special cards given to the men for that purpose. In this way alone can the cost of labor, a large and uncertain item in estimating the cost of work, be secured, not only for immediate reference and direction, but for future use. In this way intelligent calculations can be made. The time check cards for such work should be about the size shown before, for daily reports, or larger for longer time, with distinct outlines of what the workmen should do printed upon them for the subject, date, full time on each job or parts of it and the signature.

In order to avoid disputes with owners about time when working outside, a card or ticket should be given each gang going out, if possible, describing the work to be done, name of owner, and space be left for the time engaged on each part of the work and the time of arrival and departure. This should be signed upon the completion of the work by the owner, janitor, engineer, or whomever is in authority for the time being. In case of dispute over its cost, this card would be the arbiter or proof most positive. On one side of this ticket or card an account of the materials furnished and used should be placed, thus avoiding another cause of trouble. It is handy for reference. A good workman is always pleased to be relieved from responsibility, and a tricky one should be prevented from making trouble.

A complete ticket system of charges and credits should be kept up between every department for material and time, so that, at any period in the progress of the work, the cost may be ascertained, quickly and accurately, up to date.—The Metal Worker.

HOW TENNIS RACKETS ARE MADE.

THE process by which the tennis racket is made is unusually interesting. An English writer, in describing this process, states that it is an even more complicated and attractive evolution than that which produces the cricket bat, the football or the golfing implements. He then describes the operation as follows:

First were shown some lengths of ash trunk which had recently arrived. Ash is a tough wood, and it bends. These lengths of ash trunk were all the regulation 5 ft. 6 in., and after being taken inside are sawn or rent into handy thicknesses. For the best rackets rent ash is always used.

I now went into a workroom where were two skilled mechanics, whose sole duty it was to bend these pieces of ash. The sticks were first placed in a long steaming oven, and there they remained till they were soaked with hot moisture. One was drawn out that I might watch the bending of it. An iron block lay on the table, the exact shape of the inner side of a racket head. The middle of the 5 ft. 6 in. length of ash stick was pressed against this, and in a trice the two ends were bent close around the iron frame, and just below the shoulder caught by a cramp and held tight. This is the first crude shape taking of the racket, and I began to see daylight. The racket frame goes up to the roof of the factory, and there, with a crowd of its fellows, is allowed to season for six to twelve months or so. The lazy time up among the Aldersgate roof trees at last comes to an end, and the seasoned racket frames come downstairs to a very busy workroom. This is the one in which the handles are built up and completed. The building up of a racket handle is at least quite as elaborate an affair as is the construction of that of a high-class cricket bat. First there is the wedge of walnut wood, which is spliced into the base of the shoulders and the neck of the handle, where the adjustment of the surfaces of the ash and walnut is so exact and perfect, the glue used so strong and of such super-excellent quality, that even without the powerful screw that clinches the whole business, a divorce between this ash and walnut would require a tremendous wrench. From the base of the walnut wedge a cane core may be carried right down to the end of the handle. The handle is now further weighed with the addition of glue on slabs of wood, which may be mahogany, teak, pine, or walnut. At this stage it looks cumbersome, and unsightly. The planers and sawyers soon alter all that, however. It is shaved down and becomes oval, or octagonal, or round, according to the order of the customer. The fancies in the matter of racket handles are many. There are the

fish-tail, and the hammer, and the triple-handled rackets, which by no means exhaust the list.

The racket is now ready for the stringing with gut; but first a multitude of holes have to be drilled in the ashen curve of the head, in shoulders, and through the walnut wedge, and what, I may, perhaps, not err in calling the head of the handle. These holes have to be made with great care and accuracy, as the smallest divergence would cause a shapeless stringing. We next ascend to another commodious workroom, where the stringing of the racket is done. I saw a large part of the process performed on a 30s. implement. A racket may cost anything from 4s. to 30s. Everything depends on the quality of the material used. Out of a deep drawer the master-workman, who was to perform in my presence, took several coils of variously-colored string. Between the lowest and the highest qualities there was a vast difference in strength. The string he now proceeded to employ was of the best, containing from nine to eleven strands of gut. The stringing of a racket is done with two strings, one known as the main string, the other as the cross string—as a rule the former being dark blue or red, the latter of a flesh tint. The main string is 19 feet long, the cross string 16 feet. The strain put on the ash when the main string is being tightened would bend the head out of all shape were not an iron clamp inserted between the walnut wedge at the base and the top of the head before the process begins.

KICKERS VS. CROAKERS.

The kicker is a developer; the croaker is an incubus, remarks an exchange. The kicker incites to improvement; the croaker to indignation and resentment. The kicker is only heard when he is given one-dollar accommodations at three-dollar rates; the croaker would be just as noisy if he were getting three-dollar accommodations and paying nothing. The kicker is a lively, jovial, progressive fellow; the croaker is a dismal nuisance, who lags superfluous on the stage.

"INVINCIBLE" RANGE BOILERS.

The Thos. Davidson Manufacturing Co., Limited, Montreal, report a rapidly increasing demand for their line of "Invincible" galvanized range boilers. These boilers are made of "Apollo Open Hearth" steel, a brand of material so well and favorably known throughout Canada and the United States.

Owing to the nature of the work for which these boilers are used, great care is needed in the manufacture. Therefore the sheets used are put through a strong pickle so as to

insure perfect and complete galvanizing inside. This essential feature is more fully appreciated where hard water is used.

After rivetting, and previous to galvanizing, the boilers are severely tested, to make sure that tightness does not depend upon galvanizing. They are made in five sizes, at the very lowest prices, and, as the firm's capacity for turning them out is large, prompt shipment can be had. Dealers would do well to get prices before purchasing.

MAN, MUSCLE AND COAL.

THE fact that the new steamer Deutschland developed power at the rate of one horse-power hour for each one and one-half pounds of coal consumed, says an exchange, is the greatest development of marine boilers and engines. Static power producers have done better than this. At the Edison power plant power has been developed at the rate of one horse-power hour for each pound of coal consumed. Here is an achievement worthy of driving a stake or planting a monument in the highway of civilization. A few easy questions from this starting point will lead us to:

One pound coal equals one horse-power hour.

Two thousand pounds coal equal 2,000 horse-power hours.

Two thousand pounds equal 200 horse-power days of 10 hours each.

One horse-power hour equals 14 man-power hours.

Two thousand pounds of coal equal 2,800 man-power days of 10 hours each.

Two thousand pounds of coal equal 9 man-power years of 311 days each.

Value of 2,000 pounds of coal, excluding transportation, \$1.

Annual production of coal in the United States, 240,000,000 net tons.

Potentiality in man-power years of 240,000,000 tons of coal, 2,160,000,000 years.

Ratio between 20,000,000 male workers and the potentiality of 240,000,000 tons of coal, 1 to 108.

That is to say, 20,000,000 workers, without the aid of coal, would have to labor 108 years to develop a force equal to the potential energy of the present annual production of coal in the United States.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CLOSE ANALYSIS OF CREDIT.

A LARGE amount of the work of training customers will be obviated by making the credit a sound and conservative one at the start. The credit man may get from his customer all the information requisite for a safe credit, and then fail to act judiciously through an inability to analyze the facts thus secured. This failure to go to the bottom of conditions and see the weak point of very plausible situations is a common and an easy fault, and it often arises with reference to a customer who has long been an excellent and a trusted patron.

AN ILLUSTRATION.

Only recently an instance of this nature arose in my own experience which may illustrate this point. At the close of 1898, I received from a certain customer a statement of his financial condition. This was of the regulation kind asked of all customers; it showed he had real estate valued at \$11,000, cash \$5,000, and \$2,500 worth of wool, and was free from debt. In other words he had a clear fortune of \$18,500. All the other features of his showing were excellent, and he was therefore given a liberal credit.

Only a few months ago he asked for an

EXTENSION OF TIME

in which to pay bills due and amounting to a considerable figure. I was informed that he had the same real estate as when the account was opened. However, I determined to ask of him another full statement of his affairs. At this request he became seriously offended, raised the money due us, settled his account, and declined to furnish the statement other than to say he had a stock of goods worth \$20,000 which our salesman had reported in good condition. My answer was: "The fact mentioned in your letter makes us still more anxious for a complete statement, as it is evident you must owe for a large proportion of your stock."

A PLAUSIBLE SHOWING.

Here was a very plausible showing, well calculated to tempt the unwary credit man in the habit of taking things for their face value without careful analysis. The fact that the man raised the money and paid his accounts simply proves that he was able to convince some other person of his financial soundness. I expect the future to show that my diagnosis was sound, and that I was not unduly conservative.

It might be seen, from what has already been said, that the

ATTITUDE OF THE CREDIT MAN

is naturally one of practical opposition to the salesman. The tendency is in that direction, but the salesman's side of the

It's Not the Paint Alone

that makes an S.-W. P agency valuable.

It's S.-W. P. Methods.

It's S.-W. P. System.

It's S.-W. P. Advertising.

It's S.-W. P. Quality.

These four factors are what bring big business to the man who takes hold of

THE SHERWIN-WILLIAMS PAINT

Quality—good paint—is the foundation. But good paint alone couldn't accomplish the splendid results that are possible when combined with the good S.-W.P. methods, system and advertising.

If you want to grow, if you want to be the leaders in your town we can help you.



CLEVELAND.
CHICAGO.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO.

SAN FRANCISCO.
KANSAS CITY.

THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.



problem should never be lost sight of. I am inclined to believe that, as a general rule, the credit man has too little, rather than too much, fear of losing a good customer. Certainly, a stiff, arbitrary and unyielding credit man can easily demoralize the selling department, and make the salesman feel that it is hardly worth his while to make a special effort to get a new customer, because of the likelihood that he will not pass muster at the credit desk. There is a reasonable conservatism in keeping with the spirit of progress and not opposed to taking a fair risk, and when this kind of moderation obtains in a credit department the salesmen are likely to understand its soundness and make little or no complaint. It is when the rulings of the credit man become exacting that it looks from the viewpoint of the salesman as if he were trying to keep away all customers, instead of simply ruling out those who are not up to a fair standard of reliability. Then the salesmen are plunged into discouragement and charge their sorrows to the credit department.—Harlow N. Higinbotham.

The Manitoba Cement and Mining Co. will add a plant for the making of firebrick to their cement plant near Miami, Man. It is expected the cement plant will be in operation by the middle of October.

A VISIT FROM MR. HELLER.

Mr. W. C. Heller, of the Heller Box Co., Montclair, N.J., was in Toronto last week. The Heller Box Co. controls the patent for Bennett's shelf hardware boxes in the United States and Great Britain, manufacturing them under the name of the Heller Shelf Boxes. The company turns out about 2,000 boxes per day.

It was Mr. Heller's first visit to Canada.

THE FILE TRADE.

The Nicholson File Co., of Providence, R.I., U.S.A., stated to our representative the other day that there seemed to be a more pronounced and general feeling of confidence on the part of buyers. Stock orders in considerable numbers are putting in an appearance, denoting that the trade not only feels that prices are more stable, but also has confidence in a larger demand in the near future.

GIVE THEM PUBLICITY.

Josh Billings said that the best time to set a hen was when the hen was ready. Has it ever occurred to you, remarks an exchange, that there are any number of people in this great country who are ready to buy your goods, if you will only let them know where they may be had and what attractive merits they possess?

STORE CHARACTER.

MANY merchants do not realize what an important thing store character is. Stores, says Portland Tradesman, have character just the same as individuals and it is something upon which the personality of the owner has great effect. A merchant may almost be judged by his store. Everyone knows what it is to go into a store and feel at once that peculiar sensation we call being "at home" and everyone also knows what it is to go into a store and feel as if they were intruding. Everything about the place seems to partake of this general character. It need hardly be said that the store in which one feels most at home will get most of his trade.

Now, this store is not a dull, dingy or untidy place. Its floors are not covered with the accumulated dirt of months, or perhaps years, less the little that has been removed daily from the top with a broom. It is not a store where goods are kept in an untidy fashion and without any systematic attempt at order and display. It is not a store where the clerks are indifferent to their duties and unwilling to take the trouble to display goods, or where they continually endeavor to persuade the customer that he or she don't know what they want, and it is, above all, not a store where the proprietor or manager, himself, is not always on hand during business hours to give any attention that may be required to customers.

A pleasant chat while waiting for change with the proprietor will often win the allegiance of a customer. We could name a score of stores that have a reputation for pleasant dealing with customers which is worth more than any other asset they possess, and which brings them annually numerous sales which might otherwise find their way elsewhere. We regret to say too that as many more could be named which have just the opposite sort of a reputation. The strange part of it is that this store character once formed seems never to change. Clerks come and go and even proprietors, but the store seems always to create the same old impression upon those who have occasion to deal in it.

FIRM CARRIAGE BOLT MARKET.

Mr. W. J. Jeandron, Montreal, representing J. C. McCarthy & Co., New York, is in Toronto this week in the interest of his firm. He reports that the United States market on carriage bolts is firm, and the factories will only accept orders for immediate shipment.

THE HAMILTON BLAST FURNACE.

The blast furnace at Hamilton, Ont., which has been closed down some weeks

for repairs, was again put into blast this week. Under the supervision of an expert, the furnace has been remodelled and the latest improvements, with a view to increasing the output, have been adopted. The company is now able to do business for prompt shipment.

John E. Dingman, broker and manufacturers' agent, Winnipeg, died at his home on Friday last week of typhoid fever. Mr. Dingman had been in business for over twenty years, having gone to Winnipeg in the boom days in a warehousing scheme in which Sir Richard Cartwright was interested.

The Same Old Story

IVER JOHNSON

Safety Hammer and Hammerless
Revolvers are

ABSOLUTELY SAFE.

UNEXCELLED FOR POLICE, HOUSE OR POCKET USE.

— SEND FOR CATALOGUE. —

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—361 Main St.

FITCHBURG, Mass.

THE VARIETY

OF SHAPES AND SIZES OF

**BOECKH'S
BRUSHES**

make it possible for you to supply your customers with exactly what they require. This, combined with their lasting qualities, make them the favorite wherever used.

Boeckh Bros. & Company,

80 York Street, TORONTO.

H. S. HOWLAND, SONS & CO.

ONLY.
WHOLESALE

37-39 Front Street West, **Toronto.**

WHOLESALE.
ONLY

HALTERS

Web, Russet and
Black Leather.

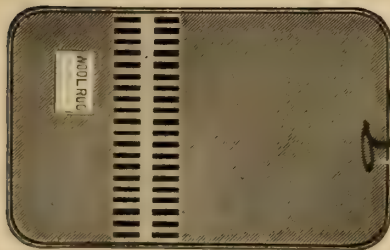


ADJUSTABLE WEB HALTERS.



LEATHER HALTERS.

Black or Russet. 1 and 1 1/4 inches.

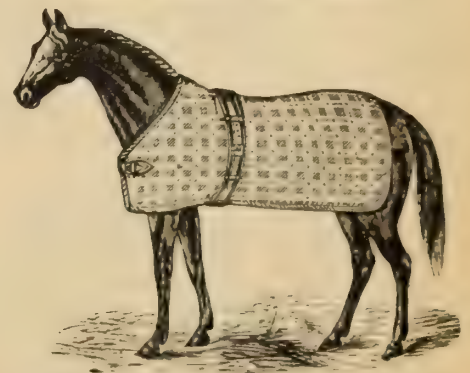


CARRIAGE RUGS.

*all the owners
3/11/00 she cut
back no pay 110*



HORSE BLANKET PINS.



HORSE BLANKETS.

Jute Lined and Unlined. Wool Lined and Kersey.

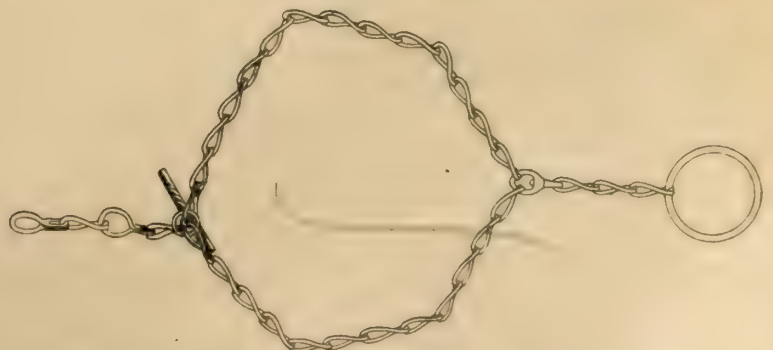


STALL FIXTURES.

Cow Chains for Stall Fixtures.



GIRTHS, PLAIN AND PADDED.



"PERFECTION" COW CHAINS. Three Chain, Closed, and Open Rings.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY.

Graham Wire and Cut Nails are the Best.

OUR PRICES
ARE RIGHT.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

G. H. SQUIRE, proprietor of The Squire Co., hardware dealers, etc., Kingston, Ont., has assigned to James P. Langley, Toronto.

Felix Gaulin, tinsmith, Granby, Que., has assigned.

J. R. Leblanc, hardware dealer, Toronto, is offering 65c. on the dollar.

J. A. Mathurin, tinsmith, Montmagny, Que., is offering 50c. on the dollar.

J. L. Langlais, general merchant, Amqui, Que., is offering 25c. on the dollar.

Larue & Pickard, general merchants, Edmonton, N.W.T., are embarrassed.

James H. Friskin, blacksmith, Napanee, Ont., has assigned to George D. Hawley.

Wm. M. Earl, general merchant, Bear Island, N.B., has assigned to the sheriff.

J. E. McGlashing, general merchant, Bayfield, N.B., is offering 40c. on the dollar.

Joseph T. Henderson, hardware dealer, Niagara Falls, Ont., has assigned to N. B. Colcock.

Maud Watson, general merchant and sawmiller, Kinmount, Ont., has assigned to J. H. Sootheran.

Wood & Co., painters, etc., Montreal, have assigned, and a meeting of creditors will be held on October 15.

Charles T. Tremblay, general merchant and cheese manufacturer, Les Eboulements, Que., is offering 50c. on the dollar, cash.

John Tobin & Co., Limited, general merchants and tea importers, Halifax and Vancouver, have assigned to Robert Martin.

D. Tremblay, general merchant, Pointe-a-Pic, Que., has assigned, and a meeting to appoint a curator has been called for October 12.

PARTNERSHIPS FORMED AND DISSOLVED.

Rousseau & Damers, sawmillers, Shawenegan Falls, Que., have registered partnership.

Young & Paulin, hardware dealers, Wingham, Ont., are dissolving.

Bashford & Fisher, hardware and lumber dealers, Rosthern, Man., have dissolved; Wm. B. Bashford continues.

Capstick & Birch, general merchants, Dorchester Station, Ont., have dissolved, John H. Birch continuing.

D. A. Simpson, general merchant, of Wardsville, Ont., has admitted Edward Hacker, under the style of Simpson & Hacker.

SALES MADE AND PENDING.

R. J. Miller, general merchant, Eady, Ont., is advertising his business for sale.

The assets of Joseph Pepin, general merchant, St. Albert, Ont., are advertised for sale.

W. G. Wastell, hardware dealer, etc., Columbia, B.C., is offering to sell out.

A portion of the assets of Labelle & Deschamps, hardware dealers, Montreal, has been sold.

The stock of A. L. Brun, general merchant, Sayabec, Que., has been sold at 51c. on the dollar.

The stock of Joseph Pelletier, general merchant, St. Samuel de Gayhurst, Que., has been sold at 14¼c. on the dollar.

CHANGES.

M. B. French, machinist, Stratford, Ont., has sold out to R. R. Neild.

Ferg & Riller, blacksmiths, etc., Listowel, Ont., have retired from business.

W. T. Bunt, general merchant, Centralia, Ont., has sold out to E. Colwill.

Chas. E. Turner has bought out John Deal & Son, grocers, Vancouver.

James Canning, general merchant, Kippen, Ont., has sold out to D. Hay.

D. McGill, hardware dealer, Springfield, Ont., has sold out to Angus Moore.

Thomas Stewart, coal dealer, Belleville, Ont., has sold out to The Downey Co.

R. W. Ballock, general merchant, Centreville, N.B., is closing up his business.

Angelina Corbeil, general merchant, St. Malo, Man., has sold out to Miss Cote.

The assets of James Johnston, hardware dealer, have been sold to T. F. Shaw.

A. Sharp & Co., general merchants, Cypress River, Man., are giving up business.

Chase & McKay, painters, Grand Forks, B.C., have been succeeded by A. Pocock.

Charles Goodman, dealer in scrap iron, Wingham, Ont., has removed to Toronto.

Duncan Bros., general merchants, Oil City, Ont., have been succeeded by W. C. Curtis.

John Hannah, general merchant, Wingham, Ont., has been succeeded by Mary L. Hannah.

Burrows & Steele, blacksmiths, Boissevain, Man., have been succeeded by Morris & Steele.

Henry Filsinger, stove and tinware dealer, Goderich, Ont., has sold out to Lee & Shepherd.

Lequime & Powers, sawmillers, Midway, B.C., are reported to be moving to Greenwood, B.C.

Andrew King has registered as sole proprietor of the firm under the style of James Fraser, commission hardware and canned goods dealer, etc., Halifax.

FIRES.

R. W. Ross & Co., hardware dealers, Prescott, Ont., have been burned out; insured.

W. F. Earle, tinsmith, Athens, Ont., has been burned out; insured. The stock of A. R. Brown, harnessmaker, Athens, Ont., was damaged in removal.

REAL SYMPATHY.

TWO horses, a white one and a red one, were driven into the village, from opposite directions, and hitched at the stone posts in front of the store, writes E.J.B. in an exchange.

A keen-eyed little woman alighted from one wagon, brushed away the white horse hairs adhering to her black dress, and nimbly tripped up the steps with a small basket of eggs. From the other wagon a middle aged man took out a bushel of potatoes and placed them on the piazza; there the two people met and engaged in the following conversation:

Widow Tate: "How be ye, Mr. Kent? I wuz a-thinkin' on ye only this mornin'. You've met with a great loss" (drawing a deep sigh)."

Mr. Kent (whose wife has recently died): "Yes, Merry Ann wuz a good cook, an' 't didn't take a gret sight for her to do with nuther."

Widow Tate: "An' you're a-gittin' along all alone! I've heerd't you were dretful handy 'bout house tho'."

Mr. Kent: "Yes, Merry Ann allus enjoyed sich pore health 't hed to take holt some in doors."

Widow Tate: "'Pears ter me you're lookin' kinder peaked yourself."

Mr. Kent: "Wall, I don't relish my vittles, eatin' all alone so."

Widow Tate: "A body don't. It's dretful lonesome, hain't it?"

Mr. Kent: "'Tis, an' no mistake."

Widow Tate: "When you're down our way drop in. Come down an' eat dinner some day."

Mr. Kent: "Thank ye, I will, an' be glad ter."

Just then the proprietor looked out, and soon the Widow Tate's basket of eggs was exchanged for 10 yards of black and white gingham (with a good deal of white in it), and then she drove hurriedly home.

Mr. Kent traded his potatoes for crackers, cheese and molasses; then the red horse was turned homeward, too, but he was allowed to walk very slowly, and he even had an opportunity to browse some by the roadside, for his driver was lost in thought.

Not many days later the two horses found themselves fastened near each other again, though the white horse had not been out of his traces since he went home from the store, but the red horse had, for he was hitched in the vacant stall in the Widow Tate's barn.

The Great Northern Railway Co. have engaged a fleet of fine vessels, averaging 15,000 tons capacity, to carry freight from Quebec to British ports.

INQUIRIES FOR CANADIAN PRODUCTS.

THE following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London:

1. Inquiry has come from Dresden for the names of the most important firms in Canada trading in asbestos and of asbestos mine owners.
2. The proprietors of a fluid for preventing and removing incrustation in land and marine boilers are desirous of introducing the article into the Canadian market where they are not as yet represented.
3. The patentees of a zinc roof-light ventilator desire to have their goods placed on the Canadian market, and would be glad to hear of an agent who could push this business.

[The names of the firms making the above inquiries will be supplied on application to the editor of **HARDWARE AND METAL**. When inquiring kindly give date of issue and number of paragraph.]

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries:

1. A Scotch house claiming connection in the upholstery trade asks to be placed in communication with Canadian shippers of feathers.
2. The manufacturers of a well-known description of gas and oil engines are prepared to appoint a responsible resident agent in Canada for the sale of their engines.
3. A firm of fruit brokers and commission merchants in Hull desires consignments of Canadian apples and invites correspondence. Stirling & Gibson, Hull, Yorkshire.
4. A Liverpool importer asks for names of Canadian shippers of sea grass or moss.
5. Another firm of distillers of Scotch whiskey seek reliable Canadian agents.
6. An importer in Elberfeld, Germany, asks to be placed in touch with Canadian manufacturers of wood hammer, shovel and other handles.
7. An important Dublin house asks for names of Canadian manufacturers of cloth boards.
8. A firm of manufacturing brushmakers is open to purchase Canadian supplies of horsehair drafts up to 18 in. prepared for brushmakers.

VICTORIA STOVES FOR CHINA.

An order has been placed by the Imperial naval authorities for more than 200 stoves of different sizes, and over 700 pieces of piping, with a Victoria stove foundry. The purchase has been shipped via ss. Empress of India to China, where it is intended for the general use of the Imperial troops in China. This is the first shipment of the kind sent across the Pacific from Victoria, and is the largest order for stoves ever received in that city.

As almost every other line, food, clothing, etc., for the Imperial troops has been purchased in Canada, this deal is significant, as it would go to prove that the position of Canada gives her a big natural advantage for trade in China.

COPP'S
WARRIOR
HEATER

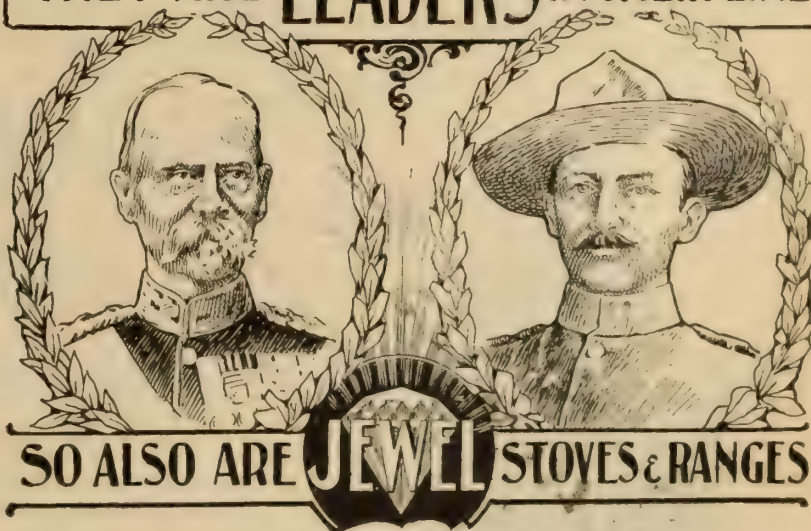
For
Coal
or
Wood.



IN the last two issues of this excellent trade journal, we have illustrated the external appearance of our wonderful heater. The cut here illustrated represents an internal view. No heater made in America will give the same heat on the same consumption of fuel as Copp's Warrior Heater.

Two Sizes:
Nos. 28 and 34.

THEY ARE LEADERS IN THEIR LINE



Manufactured by

The BURROW, STEWART & MILNE COMPANY, Limited

HAMILTON, ONT.

NEW CATALOGUE now ready.

Above cut will be sent to any customer for advertising in local papers.



Van Tuyl & Fairbank

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

CANADIAN ADVERTISING is best done by J.H.
E. DESBARATS ADVERTISING AGENCY
MONTREAL.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly
attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, October 12, 1900.

HARDWARE.

TRADE is more satisfactory than it has been for some time. To complete the reductions of last week, fence staples have declined 20c. per keg for bright and 25c. per keg for galvanized. It is the general opinion that this completes the setting of the prices of finished articles on a parity with the cost of the raw material. Consequently, trade has brightened during the week in heavy goods. There is no great rush, but, nevertheless, business is without restraint. Nails, particularly wire nails, are in better demand, and the seasonable demand is felt for wire. The rolling mills also report a better trade doing. The foundries have a more active call for goods, and stoves and furnaces are in large demand. Nor is this business coming from particular sections; the feeling seems to be widespread all over Canada. There is now

no doubt that a good fall trade will be done. Shelf goods continue to move freely. Sporting goods are still selling, but not in large lots. Cutlery is a quick seller, as also are building tools. Bolts, screws and rivets are in fair demand. Spades and shovels are still called for. Sleigh bells, skates, lanterns, enameled ware, cow chains and stovepipes are calling for considerable attention. Payments are good, considering the fact that the elections are drawing near.

BARB WIRE—Some business continues to be done in barb wire, with conditions unchanged. The base is \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—Sales are moderate in number and size. We quote as follows: Nos. 4 and 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

SMOOTH WIRE—There is no change to

note in smooth wire. The base price is \$2.80 per 100 lb.

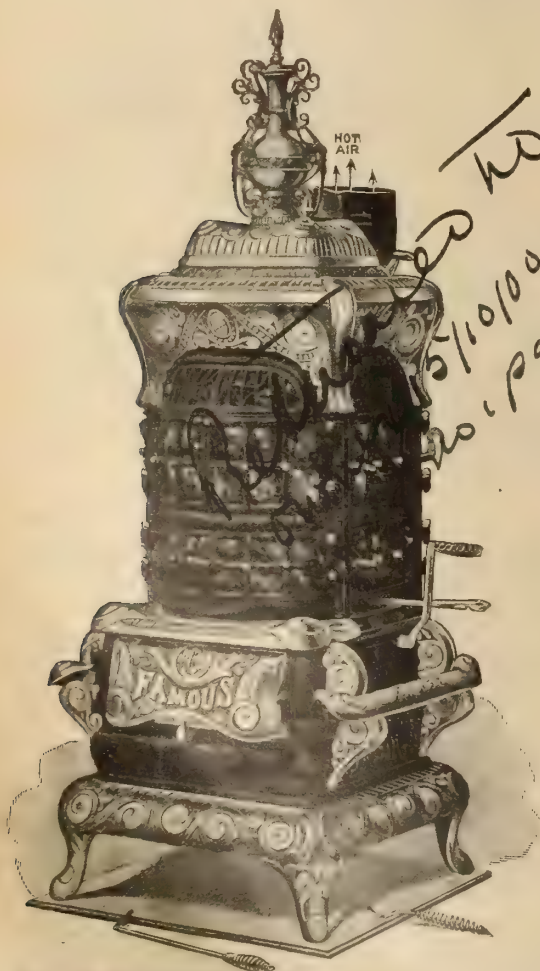
FINE STEEL WIRE—Unchanged. The discount is 17½ per cent. off the list.

BRASS AND COPPER WIRE—A small trade is doing. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Prices have been reduced 20c. a keg on bright, and 25c. on galvanized. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb. A fair number of orders have been received this week.

WIRE NAILS—The demand is a little better than it was, yet the quantities going out are still small. Some sorting orders have been received. The price now is \$2.85 for small lots and \$2.75 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—Buying is somewhat free, but the improvement in cut nails is not as



THE "FAMOUS" BASE BURNER

IS EXCEPTIONALLY HANDSOME
AND BUILT TO SAVE FUEL...

The three flue construction, which is only found in this stove, causes one-third more heat to be extracted from the same amount of fuel as used in other stoves which have only two flues.

By connecting a pipe to the hot air attachment at the top of stove heat can be carried to other rooms.

Cold air is drawn off the floor by this stove.

The Fire Pot can be removed and replaced through front doors.

Extra-Heavy Duplex Grates prevent the forming of clinkers.

The Oven has three flues, same as a cook stove.

Dampers and Check Drafts keep fire under control and save fuel.

THE WEARING PARTS ARE EXTRA HEAVY

and one stove should last a lifetime.

The McClary Mfg. Co.

LONDON. TORONTO. MONTREAL. WINNIPEG. VANCOUVER.

McCLARY'S "FAMOUS" STOVES were awarded the "GOLD MEDAL" at PARIS EXPOSITION 1900.

Made in Five Sizes:—Nos. 30, 140 and 150 Parlor, and 120 and 150 with Oven.

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
W. Dewees Wood Company's
Planished Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
20 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

noticeable as that in wire nails. At present they are quoted at \$2.35 for small and \$2.25 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—The condition of trade and prices are unchanged. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—Business is good at the reduced figures, and fair amounts are moving. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—The feeling on screws is firm, with brisk trade. Discounts are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 1/2 per cent.

BOLTS—The demand keeps fairly good. Discounts are as follows: Carriage bolts, 5-16 and under, 60 per cent.; 3/8 and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleigh shoe bolts, 75 per cent.; square nuts, 4c. per lb. off list; hexagon nuts, 4 1/2 c. per lb. off list; bolt ends, 65 per cent.; blank bolts, 60 per cent.; plough bolts, 55 per cent.; Norway bolts, square, 65 per cent.; tire bolts, 67 1/2 per cent.; stove bolts, 67 1/2 per cent.

COTTERPINS—We quote: 55 per cent. off English list, or, according to American list, all sizes but 3/8 in. wire, 80 per cent. off, and 3/8 in. wire, 70 per cent. off.

RIVETS—The demand for rivets and burrs continues fair. The discount on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE—Nominal prices are 12 3/4 c. for manila, and 8 3/4 c. for sisal.

SPADES AND SHOVELS—Some sorting-up orders are still being received. The discounts are 40 and 5 per cent.

TACKS—Trade is fairly good at unchanged figures. As base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—The demand is up to the

Sanderson's Steel

FOR
Tools, Dies,
Drills, etc.

The oldest and most reliable
make in the market.

Full assortment in stock at Montreal.

A. C. LESLIE & CO.

AGENTS, MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

IC and IX 14 x 20 and
20 x 28 Tinplates
Cokes and Charcoals.

Especially low
figures on IX 14 x 20.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Elastilite Varnish for Inside, for Outside.
 Elastilite Varnish for Buildings.
 Elastilite Varnish for Carriages.
 Elastilite Varnish for Front Doors.
 Elastilite Varnish for Boats.
 Elastilite Varnish for Furniture.
 Elastilite Varnish for Bathrooms.
 Elastilite Varnish for anything and every-
 thing to be beautified or preserved by
 varnishing.

Why carry a stock of five or six different lines when
ELASTILITE will fill the bill for them all. Put up in $\frac{1}{2}$ -Pints
 to 1 Gallon, sealed with our Brass Cap.

Manufactured only by—

The Imperial Varnish & Color Co.
TORONTO, ONT. LIMITED

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz.:

CEBRIANA,
 FITZCLARENCE, DALTONHEAD,
 CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders
 promptly.

average, and prices range from \$17 to \$24
 per 1,000, as to brand, ex wharf.

CEMENT—There has been no change in
 the situation of the market during the past
 week. Although the weather has been
 favorable yet the demand is slow; in con-
 sequence, business is exceedingly quiet for
 the season, and prices show no change.
 We quote: German, \$2.40 to \$2.60; Eng-
 lish, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10
 per bbl.

METALS.

A decided improvement is to be noted
 this week. The foundries which have ex-
 perience only a sluggish trade for some
 months are finding the demand materially
 improving and mouldings and castings and
 finished products are moving out freely.
 In time this must react upon the raw metal
 market which is as yet unchanged. We
 quote another decline in bar iron this week.

PIG IRON—As yet there is not much pig
 iron asked for. The prevailing idea for
 Canadian pig iron is \$19 to \$20. Summer-
 lee is worth \$24 to \$25.

BAR IRON—Bar iron is weaker again this
 week, and may be obtained at \$1.60 to
 \$1.65.

BLACK SHEETS—The demand has been
 fairly active for shipments from stock. The
 price is still \$2.95 for 8 to 16 gauge.

GALVANIZED IRON—This is one of the
 most active lines in the metal trade. We
 quote: No. 28 Queen's Head, \$4.75 to
 \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—Trade is rather quiet at

steady prices. The general price is about
 17 $\frac{1}{2}$ c.

INGOT TIN—The foreign markets have
 been firmer. We quote 35c.

LEAD—Trade has lagged a little this
 week. The base is still \$4.65.

LEAD PIPE—The regular fall trade is
 doing. We quote: 7c. for ordinary and
 7 $\frac{1}{2}$ c. for composition waste, with 15 per
 cent. off.

IRON PIPE—A good demand is being
 experienced at low prices: We quote as
 follows: Black pipe, $\frac{1}{4}$, \$2.85 per 100
 ft.; $\frac{3}{8}$, \$2.85; $\frac{1}{2}$, \$2.90; $\frac{3}{4}$, \$3.10; 1-in.,
 \$4.46; 1 $\frac{1}{4}$, \$6.07; 1 $\frac{1}{2}$, \$7.27; 2-in.,
 \$9.72. Galvanized remains as before:
 Galvanized, $\frac{3}{8}$, \$4.40; $\frac{1}{2}$, \$4.85; $\frac{3}{4}$,
 \$5.10; 1-in., \$7.05; 1 $\frac{1}{4}$, \$9.70; 1 $\frac{1}{2}$,
 \$11.70; 2 in., \$15.50 per 100 feet.

TINPLATES—Prices are firm, with busi-
 ness good. We still quote \$4.50 for coke,
 and \$4.75 for charcoal.

CANADA PLATE—The movement is
 fairly large. We quote: 52's, \$2.90;
 60's, \$3; 75's, \$3.10; full polished, \$3.50,
 and galvanized, \$4.60.

TOOL STEEL—Demand is fair. Black
 Diamond, 8c.; Jessop's, 12c.

STEEL—There has been a better turnover
 this week. We quote: Sleighshoe, \$2.00;
 tire, \$2.10; spring, \$3.10; machinery, \$3.25,
 and toe calk, \$2.75.

TERNE PLATE—Terne plates have been
 in active inquiry at unchanged prices. We
 still quote \$8.50.

SWEDISH IRON—Unchanged at \$4.25.

COIL CHAIN—A few more lots have
 moved this week. Prices are unchanged.
 We quote: No. 6, 11 $\frac{1}{2}$ c.; No. 5, 10c.; No.
 4, 9 $\frac{1}{2}$ c.; No. 3, 9c.; $\frac{1}{4}$ -inch, 7 $\frac{1}{2}$ c. per
 lb.; 5-16, \$4.60; 5-16 exact, \$5.10; $\frac{3}{8}$,
 \$4.20; 7-16, \$4.00; $\frac{1}{2}$, \$3.75; 9-16, \$3.65;
 $\frac{5}{8}$, \$3.35; $\frac{3}{4}$, \$3.25; $\frac{7}{8}$, \$3.20; 1-in., \$3.15.

SHEET ZINC—Trade remains in about
 the same position. The price is still 6 $\frac{1}{4}$
 to 6 $\frac{1}{2}$ c.

ANTIMONY—Unchanged at 10 $\frac{1}{2}$ c.

GLASS.

The demand continues brisk at unchanged
 figures. We quote as follow: First break,
 \$2; second, \$2.10 for 50 feet; first
 break, 100 feet, \$3.80; second, \$4; third,
 \$4.50; fourth, \$4.75; fifth, \$5.25; sixth,
 \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

Owing to the present low price of ground
 white lead, there has been a large quantity
 shipped during the last week. Indeed,
 stocks throughout the country must be very
 low because the shipments are widespread,
 covering pretty nearly every part of the
 Dominion. In the large centres building
 operations have been brisk all summer, and,
 consequently, the autumn has been taken
 advantage of to do the painting and
 finishing. Linseed oil is extremely firm.
 Last week orders for 20 to 50 barrels have
 been shaded, but now these figures are all
 withdrawn and an advance of 2 to 3c. per
 gallon is being asked. Quotations for
 ordinary lots have not been changed, but,
 generally speaking, the oil market may be
 termed strong and exceedingly firm. In

view of the prospect of the closing of navigation it is beyond the bounds of probability to look for lower figures on this staple. Turpentine keeps its lower level, and, while things are so unsettled in the United States, an appreciation in values is not looked for. It is thought that if the Republicans are reelected next month, a smart advance will certainly take place in turpentine. Other articles in this line do not call for special mention, but a good healthy tone seems to pervade the trade. Payments are very satisfactory. We quote:

WHITE LEAD—Best brands, Government standard, \$6.50; No. 1, \$6.12½; No. 2, \$5.75; No. 3, \$5.37½, and No. 4, \$5, all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.10; in kegs, \$5.35 to \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 80c.; boiled, 83c., five to nine barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 59c.; two to four barrels, 58c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¾ to 9¼c. in wholesale lots, and ¼c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

PETROLEUM.

Prices are unchanged, and the size of the shipments is exceedingly large. We quote as follows: "Silver Star," 15 to 16c.; "Imperial Acme," 16½ to 17½c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

The market for green hides continues steady, with sales of round lots of No. 1 to Quebec tanners at 9c. Dealers are still paying butchers 8c. for No. 1. There is no accumulation of supplies. Lambskins have advanced 10c. to 70c. We quote as follows: Beef hides, No. 1, 8c.; No. 2, 7c.; calfskins, No. 1, 8c.; No. 2, 6c.; lambskins, 70c. each.

MARKET NOTES.

Bar iron is lower again this week.

Fence staples have been marked down.

The sales of white lead are almost phenomenal.

An advance in turpentine is looked for next month.

Lambskins are advanced 10c., 70c. now being the ruling price.

The situation of linseed oil is decidedly firm, and some dealers are quoting an advance of 2c. to 3c. a gallon.

OUR METALLIC CORNICES

ARE A NECESSARY FEATURE OF ALL PRACTICAL BUILDING PLANS.



DESIGN No. 1187.

Either for new structures, or for improving old ones, they offer unequalled advantages. Light in weight and easily handled. Most handsome in design. Fireproof and economical.

Our catalogue shows many fine stock patterns, and we also make any size, shape or design desired.

Why not prepare to do the business of your locality?

METALLIC ROOFING CO., Limited KING and DUFFERIN STREETS, Toronto.
Wholesale Manufacturers.

ONTARIO MARKETS.

TORONTO, October 12, 1900.

HARDWARE.

THE hardware trade is in much about the same condition as it was a week ago, as far as the volume of business is concerned. Trade is, on the whole, fairly good, although the orders are, as a rule, individually small. Letter orders are quite numerous. Payments are rather slow. There have been a few changes in prices during the past week. The most notable is probably the reduction in the price of Canadian locks, which are quoted nearly 20 per cent. lower. Cast hardware of United States manufacture is from 10 to 16 per cent. lower. Tin picture wire is higher, while gilt picture wire is slightly lower. The firmness noted in previous issues in cotton rope and twine is maintained, and further advances have taken place, particularly in twine, which is 1½ to 2c. per lb. higher. Fence wire continues quiet. The demand is steady for small lots of wire nails, but the volume of business is not large. Cutlery and sporting goods are in active demand. The cooler weather has given quite a stimulus to the stove trade, and a decidedly active demand is now being experienced. Trade is also good in furnaces. A good many shipments are being made in such lines as stoveboards, stovepipes, elbows, coal hods, etc. Some demand is being experienced for grain and furnace scoops.

BARB WIRE—There is just a little sorting-up trade at \$3 from stock, and \$2.85 f.o.b. Cleveland in carlots, and \$2.95 in less than carlots.

GALVANIZED WIRE—There is scarcely anything doing in this line. We quote from

stock Toronto: No. 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$5.10; No. 16, \$5.15. The f.o.b. price Cleveland for Nos. 6 to 9 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—There is a little oiled and annealed wire going out and some hay-baling wire. Jobbers report that there is more doing in the latter than in any other kind of wire just now. The base price is \$2.80 per 100 lb.

WIRE NAILS—A steady trade is being done in wire nails in small lots. The recent reduction in price does not appear to have materially stimulated the demand. The base price is \$2.85 per keg in less than carlots and \$2.75 in carlots.

CUT NAILS—Trade is quiet, with the base price \$2.35 per keg.

HORSESHOES—Business is moderate and quotations as given last week. We quote as follows, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

HORSE NAILS—Business is just fair. Discount, 50 cent. on standard oval head, and 50 and 10 per cent. on Acadia.

SCREWS—Trade in this line continues active. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze,

67 1/2 per cent.; round head bronze, 62 1/2 per cent.

BOLTS AND NUTS—A good business is being done, particularly in stove bolts. We quote as follows: Norway bolts, full, square, 56 per cent.; common carriage bolts, full square, 65 per cent.; ditto, 5-15 and under, 60 per cent.; ditto, 3/8 and larger, 55 per cent.; machine bolts, all sizes, 60 per cent.; coach screws, 70 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 60 per cent.; bolt ends, 65 per cent.; nuts, square, 4c. off; nuts, hexagon, 4 1/2 c. off; tire bolts, 67 1/2 per cent.; stove bolts, 67 1/2; plough bolts, 55 per cent.

RIVETS AND BURRS—Trade in this line continues good. Discount, 60 and 10 per cent. on iron rivets; iron burrs, 55 per cent.; copper rivets and burrs, 35 and 5 per cent.

CAST HARDWARE—The jobbers in Toronto have been notified of a reduction of from 10 to 16 per cent. in some lines of cast hardware of United States manufacture. Among the lines affected are door bolts, letter-box plates, cupboard catches and turns, and sash bolts.

PICTURE WIRE—The manufacturers in the United States have issued a new list of prices and discounts on tin picture wire. The discount is now 75 per cent., and means an advance over previous prices. The discount on gilt picture wire is also 75 per cent. This means a slight reduction in price.

ROPE—The feature in this line is the strength of cotton rope and twine. Rope is 1c. per lb. higher, and, on Thursday of this week, an advance of 1 1/2 to 2c. per lb. was made in twine. Nothing new has transpired in either sisal or manila rope. They are still quoted at the base price of 8 1/2 to 12 1/2 c. per lb. respectively.

LOCKS—A reduction of nearly 20 per cent. has been made in the price of Canadian locks. This reduction is greater than was anticipated. The discount is now 45 per cent.

SPADES AND SHOVELS—There are a few spades and shovels going out, and an increase in business is to be noted in grain and furnace scoops. Discount 40 and 5 per cent.

SPORTING GOODS—Business in this line is still good, quite a number of guns, rifles, and a quantity of ammunition going out.

CUTLERY—Business is keeping up well, and there is a good movement on account of most parts of the country.

ENAMELED WARE AND TINWARE—There is not a great deal of business doing in enameled ware. There is some going out all the time, but the orders are not heavy. The manufacturers are beginning to ship oil cans, coal hods, elbows, stoveboards, and stovepipes. One house this week re-

ceived an order for 4,500 lengths of stovepipes from one customer. There is some business also being done in tinware, which is used in connection with stoves.

STOVES AND FURNACES—The cooler weather of the past week has greatly stimulated the demand for stoves, and the manufacturers are being overtaxed trying to fill rush orders. A good business is also being done in furnaces.

SKATES—Orders are being filled, but the quantity gone out so far is not large. Skates made by the Halifax firm are now in stock by the wholesale trade.

SLEIGH BELLS—A few of these are going out, but not many forward orders have yet been received.

SEASONABLE SPECIALTIES—Although the business is not yet large, a few orders have been forwarded for horse blankets, halters, etc. In regard to crosscut saws, it is worthy of note that the jobbers are unable to fill all the orders promptly.

CHURNS, WRINGERS, ETC.—A fair trade is being done in churns, washing machines and wringers. The trade is particularly good in wringers.

CEMENT—The warm, favorable weather has caused a continued brisk movement. Prices are steady. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The metal trade this week is without any striking features. In most lines the demand is light. The most active among the metals is galvanized iron.

PIG IRON—The furnace at Hamilton was blown in again on October 10, and the company is now in a position to quote for prompt shipment. The market in this line is rather weak, and the demand still of a hand-to-mouth character. We quote: Tonawanda iron, \$18 for No. 2; \$17.50 for No. 3, on track Toronto duty paid.

BAR IRON—There is a fair trade being done in a small way. Quotations are slightly lower, \$1.65 to \$1.70 being the ruling figures for ordinary quantities.

HOOP STEEL—A fair business is being done in this line at the base price of \$3 25 per 100 lb.

PIG TIN—The demand for pig tin is light and the market is rather easy. We still quote 35 to 36c. per lb.

TIN PLATES—Business on the whole is rather quiet, although some houses report a fair demand.

TINNED SHEETS—Trade is a little more active in this line. We still quote 28 gauge at 9 to 9 1/2 c.

TERNE PLATES—There is a little move-

Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM. SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.



NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS, LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

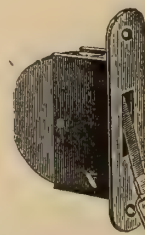
Barbers' Clippers in many qualities. Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts. Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

ment in five and ten box lots, but the trade is not active. We quote 20 x 28 at \$9.

BLACK SHEETS—Trade in this line has been good during the past week, at the base price of \$3.40 per 100 lb.

GALVANIZED SHEETS—A good business is being done in galvanized sheets, and some houses have found the demand exceptionally brisk. Prices are much as before. We quote: Queen's Head brand, \$4.85, and Apollo, \$4.50.

CANADA PLATES—There have been a few fairly good shipments during the past week, but orders are, as a rule, for small lots. Taking it all around, trade may be described as fair. We quote: All dull, \$3.15; half polished, \$3.25, and all bright, \$3.85 to \$4.

IRON PIPE—Business is fair and prices as before. The following are the ruling quotations; $\frac{1}{4}$ to $\frac{3}{8}$ inch, \$3.30 to \$3.35; $\frac{1}{2}$ inch, \$3.25 to \$3.40; $\frac{3}{4}$ inch, \$3.50 to \$3.85; 1 inch, \$4.90 to \$5.50; $1\frac{1}{4}$ inch, \$6.75 to \$7.50; $1\frac{1}{2}$ inch, \$8.10 to \$9; 2 inch, \$10.75 to \$12; $2\frac{1}{2}$ to 6 inch the discount is 55 on ordinary lots and 55 and 10 on large lots.

LEAD PIPE—Business is moderate. We quote 7c. per lb. The discount is 15 per cent., f.o.b. Toronto.

PIG LEAD—The demand during the past week has been active with prices unchanged at 5 to $5\frac{1}{4}$ c. per lb.

SOLDER—There is a good movement in solder, with prices as before. Half and half, 21 to 22c.; refined, $20\frac{1}{2}$ to 21c.; wiping, 20 to $20\frac{1}{2}$ c. per lb.

COPPER—There is a little business being done in ingot copper in a small way. Trade is still good in sheet copper. We quote: Ingot, 19 to 20c., and sheet 23 to $23\frac{1}{2}$ c.

BRASS—Business has been fair during the past week. Discount for rod and sheet, 10 per cent.

ZINC SPELTER—There has been some improvement in business during the past week, and a fair trade is now being done. We quote: 6 to $6\frac{1}{2}$ c. per lb.

ZINC SHEET—Business is just moderate. We quote: $6\frac{3}{4}$ to 7c. for cask lots, and 7 to $7\frac{1}{2}$ c. for part casks.

ANTIMONY—Trade is active this week. We still quote 11 to $11\frac{1}{2}$ c. per lb.

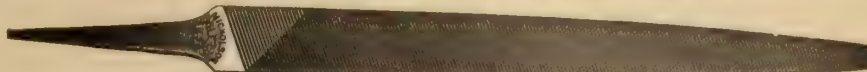
PAINTS AND OILS.

A good sorting demand is noted this week. The market keeps firm. Linseed oil has been advanced 2c. per gal. by the manufacturers, as the price of flaxseed is steadily rising. Wholesale dealers have only put up their prices 1c., but further advances will follow if the present strength of the flaxseed market is maintained. Turpentine is also stiff at primary markets, and an advance of 2c. per gal. has been necessitated on the local market. There is no other change. We quote as follows:

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETT," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C. 128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens" Telephone No. 68 St. Helens.

GLAZIERS' DIAMONDS

of every description.
Reliable Tools at low prices.



A. SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

WHITE LEAD—Ex Toronto, pure white lead, \$6.62 $\frac{1}{2}$; No. 1, \$6.25; No. 2, \$5.87 $\frac{1}{2}$; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to $7\frac{1}{2}$ c.

ORANGE MINERAL—Genuine, 8 to $8\frac{1}{2}$ c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to $10\frac{1}{2}$ c. per lb. and $10\frac{1}{2}$ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 82c.; boiled, 85c.; 5 to 9 barrels, raw, 81c.; boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 61c.; two to four barrels, 60c., to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The demand continues excellent, orders

being of a sorting nature. We quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united inches, \$6, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL.

The market is steady, though the tendency in price in a few lines appears to be downward. There is a fair movement. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, $12\frac{1}{4}$ c. per lb.; bottoms, $10\frac{1}{2}$ c.; heavy copper, 13c.; coil wire scrap, 13c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, $10\frac{1}{2}$ c.; scrap lead, $2\frac{3}{4}$ c.; zinc, $2\frac{1}{2}$ c.; scrap rubber, $6\frac{3}{4}$ c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

COAL.

There is nothing doing in a wholesale way. The strike is still affecting all the principal mines, and a settlement seems as far off as ever. The retail price in Toronto is steady at \$6.50 per ton.

PETROLEUM.

There is a big demand. Prices are unchanged. We quote as follows: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, $17\frac{1}{2}$ c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

MARKET NOTES.

Tin picture wire is higher and gilt lower. Cast hardware of United States manufacture is lower.

Linseed oil has advanced 1c. per gal., and turpentine 2c.

Cotton twine is quoted $1\frac{1}{2}$ to 2c. per lb. higher by the manufacturers.

Canadian made locks have been reduced, the discount now being 45 per cent.

MANITOBA MARKETS.

WINNIPEG, October 8, 1900.

HARDWARE.

THE market remains devoid of new features. Business is dull and collections poor. From week to week everyone hopes for better weather, which, so far, has entirely refused to come to us. Everything in the country is at a complete standstill. In the city, new buildings which were to have been erected have been postponed, and city improvements are greatly delayed. The fact of the matter is that nothing in the shape of outside work can be done successfully owing to the continued rain.

Hardware and metal prices show no change, but some rather important alterations are expected next week. We quote:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4.50 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin	35
Canada plate, 18 x 21 and 18 x 24	3 90
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch	50 and 10 p.c.
Over 2 inch	45 p.c.
Rope, sisal, 7-16 and larger	9 25
" 3/4	9 35
" 1/2 and 5-16	10 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00
Solder	22
Cotton Rope, all sizes, lb.	15
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	75 and 10 p.c.
Round "	70 p.c.

Flat " brass	70 p.c.
Round " "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	37 1/2 p.c.
Copper	33 1/2 p.c.
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Steel sleigh shoe	3 00
" spring	3 25
" machinery	3 75
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	40 p.c.
C.F. pistol	10 p.c.
C.F. military	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M	16 25
Shot, Ordinary, per 100 lb.	7 25
Chilled	7 50
Powder, F.F.G., keg	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	23 c.
Water white Canadian	22 c.
Prime white Canadian	20 c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 70
Less than barrel lots	75
Linseed oil, raw	84
Boiled	87
Oils, clear machine oil	30 3/4
Black oil	25 to 30
Cylinder oil (according to grade)	53 to 78
Harness oil	65
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	2 00
Castor oil	11
Glass, single glass, first break, 16 to 25	
united inches	2 50
26 to 40	per 50 ft. 2 75
41 to 50	6 00
51 to 60	6 50
61 to 70	per 100-ft. boxes 7 00
Putty, in bladders, barrel lots	per lb. 2 1/4
kegs	2 3/4
White lead, pure	per cwt. 7 25
No. 1	7 00
Prepared paints, pure liquid colors, according to shade and color	per gal. \$1.30 to \$1.90

NOTES.

William Farley, for many years chief accountant for the Hingston Smith Arms Co., has severed his connection with that institution and left Winnipeg on an extended holiday before taking up other lines of work.

Mr. Dingman, for 20 years a resident of this city, and for many years a prominent commission merchant, died on Friday of typhoid. Mr. Dingman's case was considered a light one at first, but rapidly developed serious symptoms.

Typhoid has been playing havoc with the knights of the grip. R. R. Gallagher, of Greenshields & Co.; W. B. MacNamara, of The Wyld-Grasset Co.; C. R. McLachlin, of

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

Canada Paint Company's "Decorators' Pure" White Lead, specially prepared for first-class Decorators' work, inside or outside, of fine texture, and good body.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS IN CANADA

Elephant "Genuine" White Lead. The highest grade of Dry White Lead is used exclusively for this famous brand—very durable.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

White Cross Brand of Permanent White. A snowy white paint of great covering power. A growing favorite with painters.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

Diamond Graphite and 93 per cent. Magnetic Oxide. The great paints for iron bridge, and construction work.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

The "Amberite" Varnishes in sealed cans. Made and tested by expert workmen. Ample stock in Toronto and Montreal.

THE CANADA PAINT COMPANY LIMITED

SOLE MAKERS

of the most popular and ready selling brands of Liquid Paints in Canada. We give the best value.

THE CANADA PAINT COMPANY LIMITED

NO OTHER MAKERS

in this or any other country possess equal facilities for giving the hardware merchant his paint supplies at first hands.

Dingwall & Co., and R. G. Galna, of R. A. Rogers & Co., are all convalescent from this dread disease.

R. A. Lister & Co., Dursley, Eng., has sold the right to handle Melnotte separators in this territory to a new company to be known as The Melnotte Separator Co. The new company have opened offices on the corner of Alexander and King streets. It is rumored that two Eastern capitalists are behind the new concern.

Among visitors to the city during the past week were Mr. Wright and Mr. Campbell. For the past three years Mr. Wright has been looking into the possibilities of the Wabigoon district, and Mr. Campbell recently joined him in making a trip through that territory. Their object in Winnipeg was to arrange freight rates with the C.P.R. for the transportation of raw material and finished product from a large tag-board and box-board mill which they are about to erect at Dryden. It is understood that they have almost unlimited capital behind them, and, should they succeed in making satisfactory arrangements, the project will be proceeded with at once.

COMMODITY PRICE BAROMETER.

By A. SAUERBECK.

THE following are the index numbers of the prices of 45 commodities, the average of the 11 years 1867-77 being 100 :

Average.	Monthly Numbers.
1878-87 = 79	Dec. 1889 .. 73.7
1890-99 .. 66	Feb. 1895 .. 60.0
—	July 1896 .. 59.2
1889 = 72	Aug. 1899 .. 68.3
1893 .. 68	Dec. 1899 .. 72.3
1896 = 61	Feb. 1900 .. 75.1
1897 .. 62	June 1900 .. 75.7
1898 .. 64	July 1900 .. 76.2
1899 = 68	Aug. 1900 .. 76.0

The August index number shows only a small reduction, though the general tendency of prices—iron and coal excepted—was weak. The various kinds of grain remained practically unchanged in the aggregate, while the prices of meat were not quite maintained. Cotton, silk, jute, and hemp rather lower, wool very depressed, and sundry materials barely maintained. In the case of minerals copper remained unchanged, tin and lead declined. Iron and coal were again higher, and Scotch pig was worth 75s. at the end of August as compared with 65s. 9d. at the end of 1899, 46s. on the average of 1878-99, and 69s. on the average of 1867-77. Best house coals in London at 25s. wholesale have not been so high at this time of the year since 1874, when they were also worth 25s. in August, against 32s. in August, 1873, the highest year on record.

Taking articles of food and materials

separately, the index numbers compare thus (1867-77=100) :

	1878-87	1890-99	1895	1896	1899	1900
	87	99				
Food	84	68	63.8	60.0	65.1	65.8
Materials	76	64	57.0	58.6	77.5	81.9

Trade generally continues to be affected by the high price of coal, high wages and political affairs. Whether the index number will be maintained or raised in the immediate future will principally depend on the movements of corn, in view of smaller crops, and on the continuance of scarcity prevailing in the coal and iron trades. The future quotations of cotton, sugar and several other articles are lower, and the market for most of the remaining commodities is weak.

The prices and index number of silver were as follows (60.84d. per ounce being the parity of 1 gold to 15 1/2 silver=100) :

	Price.	Index No.
Average 1890-99	34d.	= 55.8
End August, 1897	23 3/4d.	= 39.2
End December, 1899	27 3 16d.	= 44.7
End July, 1900	28 3 16d.	= 46.3
End August, 1900	28 7 16d.	= 46.7

WHERE CASH IS NOT WANTED.

SO accustomed are we to securing cash whenever it can be obtained, that we can hardly imagine it possible that credit would be preferred to receiving cash, yet such is the case with merchants in Buenos Ayres, says an exchange.

The laws of Argentine compel every business man to render statements of his accounts to proper officials, and if he is indebted more than he can pay, his business is at once supervised or investigated. If he wilfully goes into debt with the view of wronging creditors he receives punishment. The business standing of every merchant can at any time be ascertained, and credit in Argentina is as safe as cash.

To make it plainer, the creditor is so well protected that for a manufacturer to receive cash is really a drawback, as he loses the discount. The large German houses will always prefer the credit customer to one paying cash, as the profits are larger, and it is rare for loss of any kind to occur. Business, as a rule, is done on credit, and the dealer not only expects to receive credit but is also willing to extend it to his customers. Credit is given for from six months to a year, but at the end of the period the cash is paid, sometimes with interest added.

To do business in that manner in Argentina, the large houses must be provided with ample capital, but, as there is as much capital in this country as in Germany, there is no reason why we should not meet the Germans on common ground, especially as the credit system gives much larger profits on capital.

Other Spanish-American States follow the same custom, and yet failures are rare, that

of the Barings, several years ago, being unexpected, and for which the Government and people were not responsible. In this country our courts are filled with lawsuits arising from business transactions and credit. With our boasted civilization we do not seem to have studied and solved the problem of law, as wrong frequently triumphs over right, and the pardoning powers liberate criminals on the community to further disorganize society and render justice uncertain.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATION WANTED.

CANADIAN MANUFACTURERS' AGENT, who had great success at the World's Fair, wishes to represent Canadian firm at the Pan-American Exposition, Buffalo, 1901. Write for full particulars. H. J. DALE, Gore's Landing, Ont. (42)



SEALED TENDERS addressed to the undersigned and endorsed "Tender for Post Office, Paris, Ont.," will be received at this office until Monday, the fifteenth October next, inclusively, for the erection of a Post Office at Paris, Province of Ontario.

Plans and specification can be seen at the Mayor's Office, Paris, and at this Department, where all necessary information can be obtained.

Persons tendering are notified that tenders will not be considered unless made on the form supplied, and signed with their actual signatures.

An accepted cheque on a chartered bank, equal to ten per cent. of the amount of the tender, payable to the order of the Honourable the Minister of Public Works, must accompany each tender. The cheque will be forfeited if the party decline the contract, or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By Order,

JOS. R. ROY,
Acting Secretary.

Department of Public Works of Canada,
Ottawa, Sept. 26th, 1900.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it. (41)



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Iron Superstructure, Des Joachims Interprovincial Bridge," will be received at this office until Friday, 19th October, 1900, inclusive, for the construction of an iron superstructure for the Interprovincial Bridge over the Ottawa River at Des Joachims, County of Pontiac, P.Q., according to a plan and a specification to be seen at the office of F. S. Rees, Esq., Dockmaster, Dry Dock, Kingston, Ont., at the Public Works Office, Montreal Post Office, Que., on application to the Postmaster at Hamilton, Ont., and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, for two thousand dollars (\$2,000.00), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

JOS. R. ROY,
Acting Secretary.

Department of Public Works,
Ottawa, Sept. 28th, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (41)

HEATING AND PLUMBING

SOME BUILDING NOTES.

A MONTREAL despatch states that Reinhardt & Co., Toronto, will build a brewery in Montreal which, with its machinery, will cost about \$200,000.

On Hing is building a new brick block in Victoria, B.C.

John Taylor intends building a brick residence in London, Ont.

J. Pharand and Miss Bonneville are erecting stores in Hull, Que.

The Phair Hotel, Nelson, B.C., is to be enlarged into a four-storey building.

The Presbyterians of Bobcaygeon, Ont., intend erecting a new \$3,000 church.

A. J. Small, Toronto, proposes to erect a \$25,000 opera house in Kingston, Ont.

The corner stone of a new Presbyterian church was laid at Chatham, N.B., one day last week.

The corner stone of the new Roman Catholic chapel was laid last week at St. Martin's, N.B.

Baynor Bros., contractors, of Bridgewater, N.S., are erecting a new Presbyterian church at Bridgeport, N.S.

L. Innes & Sons are building a brick house in Richmond Hill for Henry Legge. It will have the most modern improvements.

The C.P.R. have let the contract for their new passenger depot at Nelson, B.C., to John Hepburn. The contract price is about \$15,000.

It is stated that on every street throughout the burnt district of Hull, Que., the houses erected since the fire are being made fire-proof with brick veneer or mortar.

Work has been commenced on the re-erection of the Hull, Que., court house and gaol, burned in the big fire of April. Viau & Lachance, contractors, Hull, have been awarded the contract for the building by the Quebec Government. The contract price is about \$25,000. The building must be completed by September 15, 1901.

THE FAKER INSPECTOR CAUGHT.

The sharper who gained admission to a Toronto residence on the pretence of being a plumbing inspector and stole jewelry while he was supposed to be examining the plumbing has been caught in Cleveland. Before coming to Toronto he tried his game at Buffalo, where he got a good haul. He was caught in Cleveland trying to dispose of some of the articles stolen in Buffalo.

When his trunk was examined it was found that he was also prepared to act as a representative of The Bell Telephone Co., having a full outfit for a telephone tester, consisting of climbing spurs, etc. Letters were found showing him to be a theatrical electrician. His real name is believed to be E. P. Hazarer.

COVERING FOR STEAM PIPES.

A new non-conducting composition for covering steam pipes, described in The Commercial Bulletin, of Boston, is made as follows: Sawdust, of any wood, is carefully sifted and then mixed with a paste made from flour, preferably that of rye—1 part flour to 15 of water. Enough paste must be added to the sawdust to make it the consistency of ordinary mortar; and for determining upon the steam pipes the first adhesion, so as to permit the sawdust mortar to hold, a thick wash of plastic clay is laid on with a brush while the steam is turned on. When the layer, however thin it may be, remains adherent, five layers of sawdust mortar, each about 3-16 inch thick, are applied, but only after the previous one is quite dry. All these applications are to be made with the steam turned on, and a coat of coal tar should be given on the outside, while the winding of a band of some textile material is advisable for preventing the substance from becoming detached owing to the alternate contraction and expansion of the pipes.

PLUMBING AND HEATING CONTRACTS.

The contract for the plumbing of the new building for The City Dairy Co., Limited, Toronto, has been secured by Purdy, Mansell & Co. The job will be a large one. The contracts for heating and lighting have not yet been given out.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to N. McConnell, for a residence at 141 Bedford road, \$3,800; to R. Robson, for a pair of residences on Dovercourt road, near Harrison street, \$1,500; to David Ward, for alterations and additions to the hotel at the corner of Yonge and Alice streets, \$4,500; to P. & P. Griffin, for a two-storey factory near Bloor street on St. Helens avenue, \$6,000; to James A. Rutherford, for a brick dwelling at 340 Manning avenue, \$1,000; to Thomas Mounce, for a two-storey building at 336 Parliament street, \$2,800.

PLUMBING AND HEATING NOTES.

Wm. Clarke, contractor, Montreal, is dead.

Crombie & Taylor, electrical contractors, Montreal, have dissolved.

The assets of Thos. F. Benbow, contractor, Ottawa, have been sold.

Mrs. H. Roy has registered as proprietress of H. Roy & Co., plumbers, Montreal.

Crump & Perrier, plumbers and steam-fitters, Halifax, N.S., have enlarged their premises by taking in the store next door, and raising the ceiling. They have also added to their stock stoves and tinware.

A Pittsburg despatch says that 1,500 journeymen plumbers employed by 115 firms in Pittsburg struck to-day for uniform wages and a revision of the rules governing the trade. All the shops owned by members of the Master Plumbers' Association are affected.

LUMINOUS PAINTS.

A useful and salable luminous paint, according to an exchange, can be made from oyster shells and sulphur. The shells must be washed clean and afterwards heated to redness in a clear fire and left to glow for about half an hour. When cool they should be ground to a fine powder, from which all the grey matter must be removed. Place alternate layers of this powder and powdered sulphur in a crucible until full to the top; then cover the crucible securely, and bake in a fierce fire for an hour. The mixed powder can then be passed through a fine sieve, and is ready for use. To apply it the best way is to mix it with lime-water and put on thin. It is useful to tradesmen who like novel methods of advertising, for, if painted over the letters of signboards, it will bring them out in pale phosphorescent light after dark, but will not interfere with their appearance in the daytime.

THE TORONTO LIGHTING TENDERS.

The Board of Control has received reports from the experts appointed to test the different tenders for lighting. In view of the comparatively high candle power of the open electric arc lamp at present in use it is probable that the tender of the Electric Light Company for the street lighting will be accepted. The price in their tender is \$71.90 per light, compared with \$74.82½, which they receive under the existing contract.



**HOT WATER
INSTANTLY,
NIGHT OR DAY.**
Boiling Water
in a Minute.
Hot Bath When Wanted

**EWART'S
"LIGHTNING"
GEYSER**

FOR GAS OR OIL.
346 EUSTON ROAD,
LONDON, ENGLAND.
Illustrated Price List Free.

Price Gone Up

Medal
Awarded
Exposition,
1900

— The coal strike caused it. Better save all the fuel you can by preventing steam in your plant from going to waste. It takes so much more fuel to replace it.

Heintz Traps absolutely prevent waste of steam, keep system in good order and increase productiveness.

Booklet H mailed to steam users.

The JAS. MORRISON BRASS MFG. CO.
TORONTO. Limited
Engineers' and Plumbers' Supplies.

*Standard Paint & Varnish Works
Limited
Makers of High Grade
Varnishes, Japanese
Paints, Colors & Enamels.
Windsor, Ont.*

Portland Cements

BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.
Also Razors, Strops, Glass Cutters, Etc. Write for new Catalogue.

Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by ..

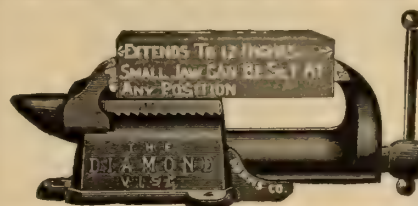
THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls,
Deseronto.

Gooderham Building, TORONTO

DIAMOND VISE AND DRILLING ATTACHMENT

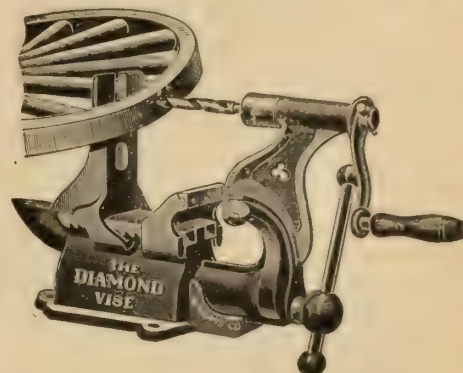
U.S. Patent Jan. 15, '95. Canadian Patent July 22, '95.



JAWS are faced with steel $\frac{3}{8}$ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds. For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.
Made by A. R. Woodyatt & Co., Guelph, Ont.



LEADER CHURN

New Century Improvements.

FOUR DIFFERENT STYLES:

- A—Steel Frame with double r. versible Steel Lever.
- B—Wood Frame with double reversible Steel Lever.
- C—Steel Frame with Crank.
- D—Wood Frame with Crank.

Styles A and B may be operated from a sitting or standing position.

Steel Frames and Hoops beautifully ALUMINIZED.

ALL LEADER CHURNS are equipped with BICYCLE BALL BEARINGS and PATENTED CREAM BREAKERS. Stands are so constructed that they are particularly strong and rigid, and there is nothing to interfere with the placing of pail in the most convenient position for draining off buttermilk.

It Pays to Have the Best. None are Better Than the Leader.

THE
Dowswell Manufacturing Co.

Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son, Montreal, Que.



Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.



A WELL-ARRANGED HARDWARE STORE.

A few stores are constructed after a similar plan, the difference in size and shape are such that there can be no set rule laid down as to what is the best method of arranging the stock.

Some stores are so shaped that it is next to impossible to give to them an appearance of beauty or even neatness; the design of others makes it very easy to create an appearance of cheery brightness and to arrange the stock so that all the goods can be handled most quickly and economically. A fair sample of the latter class is situated on King street, Toronto.

This store has a frontage of about 20 ft. and a depth of about 70 ft. The ceiling is between 14 ft. and 16 ft. high, and, as both ends contain large lights, the full length of the store is well lighted. There are doors at both the front and rear of the store. The one at the front has on either side of it a window space for display purposes, about 7 x 4 ft. The fittings of these windows are changed to suit the display shown each week.

The office, or rather the cash desk, is situated at the back of the shop and is elevated so that a good oversight can be had from it over the entire store. A cash delivery system connects this office with various sections of the store, thus doing away with the necessity of clerks making change.

The store proper might be said to be divided into five divisions, as far as the arrangement of stock is concerned. The wall to the east is devoted entirely to shelf goods. Stoves and kitchen furnishings are displayed down the centre of the store from the door to within fifteen feet of the back of the store. On the west wall housefurnishings are shown about two-thirds of the way. The other third is devoted to paints, etc. In the basement, stovepipes, glass, oils, and other heavy hardware, are stored in such a way that they can be shown, sold and shipped without bringing them into the main floor of the store.

The arrangement of the shelf goods is unique. A space about three by five feet close to the display window is void of shelving. Instead of these a niche resembling a cupboard, but without shelving or doors, is devoted to hand-saws of various styles. From here down to the office at the back the shelving is uninterrupted. About three-quarters of this has, within the last year, been improved by a home-made arrangement well worth noting. All hardware dealers know the trouble that is caused by the common method of keeping shelf

goods in their boxes on open shelves. This not only causes loss of time in finding out just what a customer wants, but is very difficult to keep clean and tidy. This disadvantage has been overcome, and a bright, fresh-looking appearance given to this side of the store by the arrangement that has been introduced.

This arrangement consists of a system of drop lids, which fit into the shelving. To these lids, samples of the cutlery, hinges, tools, etc., are attached, so one can readily see what he wants. These samples combine with the neatly-polished lids to make the wall bright and attractive.

The lids are fitted at the bottom with hinges, and at the side with a chain, which holds them, while open, in a horizontal position, making a handy stand to hold the boxes while the goods are picked out for a customer. At the top is a snap latch, which holds it when it has once been shut.

The stock is kept in its boxes behind the lids on which the samples are shown, and a further supply—a reserve stock—is kept in open shelves above these covered shelves. Heavy or bulky goods, such as tools, tool handles and twine, are kept in large drawers below the shelving.

Instead of the usual wooden counter in front of these goods, a low stand is surmounted by a square-topped showcase running about half the length of the shop. In this case, cutlery of all kinds is very effectively displayed. To avoid the risk of breaking the glass, and to show the stock to customers, three baize covered slides have been built to fit the top of the case.

Immediately in front of this showcase, one standing in the store sees a row of knots of rope of various sizes on the floor. These are the tops which extend from the various coils of rope kept on a shelf in the basement. They are so arranged that the clerk can pull up, measure and cut off what he wants to sell; reknott the rope and the operation is complete. There is no lifting or even carrying of the coil necessary whatever.

About midway between the glass showcase on the east side and the enamel ware, etc., shelving on the west side, a line of stoves and ranges runs from about 6 ft. from the front door to within 20 ft. of the back door. Each of the stoves is so placed that a prospective buyer could examine it from all sides. Beside the stoves a stand about 20 ft. long is devoted to kitchen ware. This stand is about 4 ft. high, and 3 ft. wide, so a comprehensive display of these goods can be made on it. Long iron rods

are held at various distances from the ceiling by iron hooks. From these rods carpenters' tool-bags, bird-cages, pails, etc., are suspended.

Mention has been made of the use of the stock-room for storing and selling heavy goods. The first floor is not used as a sales-room, but is used as an unpacking and reserve stock-room.

BUYING TOO MUCH.

In talking this matter over with a retailer, he said: "The hardest thing about the retail shop business is to keep from buying more than you need.

"Some years ago I awoke to the fact that I had considerable good money tied up in unsalable stock. I was buying carefully enough, as I thought, but the stuff would accumulate. The trouble was I could not resist a good bargain, or what I thought was a bargain and would please my trade. I would look at the shelves already pretty well stocked, but say to myself, 'Oh, well, it's a long time before I'll get them—three or four months—and by that time I can surely use them all right,' and down would go the order. Perhaps when the goods came I had 'others' and didn't need them nearly as much as I was going to; in short, I could have gotten along very nicely without them. So I made up my mind never to buy an article unless I absolutely had to have it—couldn't get along without it, and I ceased to speculate so far in the future, and the results have been a surprise to me. Not only do I keep my stock fresher, cleaner and better sized, but I find it much easier to sell goods and please the trade."—*Shoe and Leather Gazette*.

IT APPEALED TO HIM PERSONALLY.

William Jennings Bryan had stopped in his travels to visit the Lone Star Mine, and, finding a group of men gathered about a large piece of machinery, he paused, turned his face in their direction, and began his customary bid for votes.

After declaring his great love for work and all connected with it, he said:

"My friends, you are engaged in the noblest occupation known to man. When I see a grand piece of machinery like this it has a wonderful fascination for me. I feel myself drawn into a close sympathy with its labors; it appeals to me personally; it—What is the matter?" he asked in a low tone of a friend who was frantically tugging at his coat tails.

"Cut her short, Colonel, and get out of here," the friend whispered hoarsely; "that blamed thing is the biggest wind pump in the whole State of Colorado."—*Philadelphia Inquirer*.

HENRY ROGERS, SONS & CO.,

SHEFFIELD, ENGLAND

Manufacturers of the celebrated



H.R.S. & Co.

UNION JACK CUTLERY

We make a specialty of

**PLATED WARE,
FRUIT KNIVES, ETC.**

Our Canadian Representative carries a full line of samples.

Canadian Office:

6 St. Sacramento St., **MONTREAL.**

F. A. YORK, Manager.

LANTERN GLOBES

COLD BLAST.



Best Quality.

Fit Any Lantern.

1, 3 AND 6 DOZ. IN A CASE.

E. T. WRIGHT & CO.
HAMILTON, ONT.



"JARDINE"

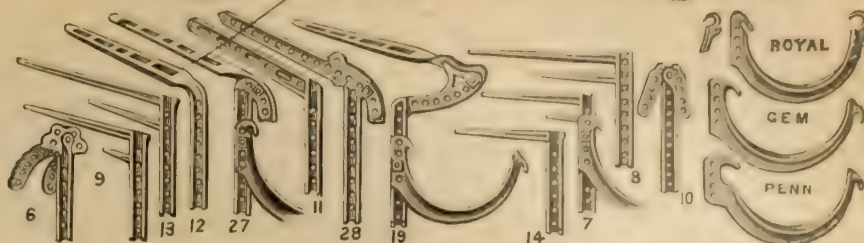
**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

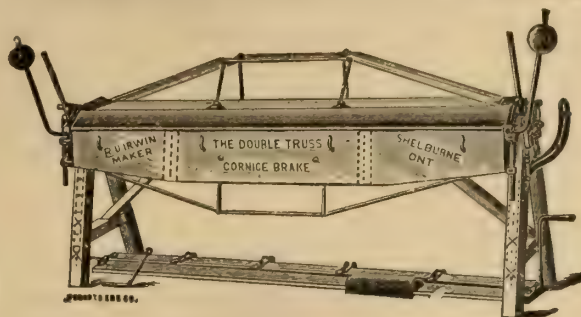
Berger's Gutter Hangers.



The very best made. Strong and easy to put up and adjust. By proper selection of the mark of your instrument for any style eave will be met. Other kinds of Hangers, Pipe Hooks and Fasteners. Cost of and Pipe and a general line of **Tinners' and Roofers' Supplies.**

BERGER BROS. CO.,

PHILADELPHIA, U.S.A.



This eight-foot Brake bends 22-gauge iron and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

The Latest and Best.

**H. & R. Automatic Ejecting
Single Gun.**

Model
1900.



Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.

Descriptive Catalogue on request.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

STEVENS IDEAL, NO. 44



STEVENS IDEAL No. 44

This is as reliable and accurate a rifle as can be constructed. Placed at a moderate price to meet the demand for such a rifle. It is recommended without qualification and fully guar-

anteed. Made in the following styles:

.22 Long-Rifle R. F., 25 Stevens R. F., and .32 Long R. F. Standard length-of barrel for rim-fire cartridges, 24 inches. Weight 7 1/2 pounds.

.25-20 Stevens C. F., .32-40 C. F., .38-55 C. F., and .44-40 (.44 W. C. F.) Standard length of barrel for center-fire cartridges, 26 inches. Weight, 7 1/4 pounds.

Half-octagon barrel, oiled walnut stock and fore-arm, rifle butt, case-hardened receiver, sporting rear and Rocky Mountain front sight.

Price, with standard length of barrel, \$13.00.

Can be obtained of any of the leading jobbers in Canada at liberal discount from this price.

Send for complete catalogue of our full line of Rifles, Pistols and Machinists' Tools.

J. Stevens Arms & Tool Co., P. O. Box 217, Chicopee Falls, Mass., U.S.A.

HUTCHISON, SHURLY & DERRETT

**DOVERCOURT
TWIN MILLS.**

**1078 BLOOR STREET WEST
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared to furnish the best made goods in the market at closest prices and make prompt shipments.

**Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.**

HARDWARE IN ANCIENT ROME.

ALTHOUGH it is generally acknowledged that Rome had, before the Christian era, a higher state of civilization than that possessed by the majority of cities of the 19th century, it is strange to note the familiar likeness between the common objects of everyday life in the remote period referred to and the times in which we live, remarks a writer in *Hardwareman*. There is a link connecting the prosaic present and the remote heroic past, even in the common articles of husbandry and domestic life. Some of the hardware used by the ancient Romans may be cited as a case in point, and, as our references are taken from the works of the Roman satirists—Juvenal, Persius, Lucilius, Horace and the rest of the Immortals of that age—no exception can be taken to the reliable source of our information.

It would make too large a demand upon our space to give chapter and verse for each reference we quote from the works of the Roman satirists to the hardware commonly in use in their time, but the curious reader may find them all in Bohn's *Classical Library* volume on the subject, edited by Evans and Giffard.

KNIVES.

We read of the "nimble knife" for carving purposes; the "knife of the bandit," which was doubtless of some special make; and one Roman matron, declaiming the absence of a single ounce of ivory in her house, laments that "the very handles of her knives are of bone."

RAZORS.

Another product interesting to Sheffield was in strong evidence among the citizens of ancient Rome. One hero extols the razor "under which his beard grew exuberant sounded," or, as Hodgson paraphrases the line:

Who reaped my manly chin's resounding field.

The term "a long razor's edge" would seem to imply that razors were larger implements than those in modern use. But where were these ancient razors made? If not in Rome itself, probably in Damascus, famous for its steel works and its famous swords, bearing the inscription:

Never drawn without the utmost need,
Never sheathed without the utmost honor.

PLOUGHS.

A reference in Juvenal to this old-world implement of husbandry has additional interest, from the fact that it discloses the origin of a political phrase very popular a few years ago:

Ploughing the sands.

The quotation from Juvenal is: "Yet still we plough our task, and draw furrows in

the profitless dust, and keep turning up the sea-shore with a sterile plough."

CHAFING DISHES.

The *culina* or portable kitchen of the Romans, was a double-celled chafing dish, with a fire below to keep the "dole" warm. This culinary implement is still in common use among the Italian peasants. Fifty years ago the production of "chafing dishes" was an important branch of manufacture in Willenhall. But with the modern developments in grates and stoves, the chafing dish is no longer a prime necessity. The grid-iron has largely superseded it in cottage homes, and gas stoves and "cookers" have worked, and are still working a greater revolution in the kitchens of the better class houses, a fact to which the up-to-date iron foundries of Birmingham or elsewhere can bear abundant witness.

OIL LAMPS.

With all its ancient splendor and magnificence, we do not read that Imperial Rome knew the luxuries of electric lighting, or even of incandescent gas. Nor were its oil lamps free from odors the reverse of sweet. A teacher was warned not to lose his whole reward for "having smelt as many lamps as there were boys standing around him." Among the lower class of the Jews of Rome, when Herod's day was celebrated, "the lamps arranged on the greasy window sill disgorged their unctuous smoke."

AXES.

Where were made the axes of ancient Rome? They were not forged on the anvil of any true son of Vulcan, or sharpened on the stone which ground the swords of Damascus and Toledo. Else why such references as these?—"A bungling senseless axe"; "the blunted axe"; "the sluggard axe," with many others, all indicating that the axe of the period was not noted for the sharpness of its edge.

STRONG CHESTS.

There would appear to have been in ancient Rome an institution answering to our modern safe deposit companies, for we learn that while the public treasure was kept in the temple of Saturn, private individuals had their money in strong boxes, deposited in the "Forum Augusti." The nearest approach to the modern iron safe would seem to be

——— the brass-bound chest
In watchful Castor's temple.

Whether of the "tower" or the "barrel" kind we do not know, but the old Romans certainly had their door bolts. Lucilius, whose "fragments" only are preserved, says of a lover, seeking a forcible entrance to his lady's bower: "You might not be able to shake out the door peg with your

hand, or even force out the bar with a wedge."

GARDEN TOOLS.

Juvenal praises the *primæval* smiths who upon the anvil "hammered out nought save rakes and tools, and wearied out with mattocks and ploughshares, knew not the art of manufacturing swords."

FRYING PANS.

The bronze statue of Great Sejanus was smashed to atoms and the fragments converted into ignoble use, for out of them were fashioned "pitchers, basons, frying-pans and platters." Badham paraphrases the incident in the lines:

And from the stride of those colossal legs
You buy the useful pan that fries your eggs.

Shakespeare may have had this in mind when in "Hamlet" he exclaims:

To what base uses we may return, Horatio.

Among other references are the needle (of Tyrian make), the bucket, the buckle, the steelyard, the sieve, hob nails, and dumb bells, all of which, with many more hardware products, were as common in the days of the Cæsars as they are in the happier times of Queen Victoria.

A PROSPEROUS SOCIETY.

The second annual meeting of The Thos. Davidson Manufacturing Co.'s Employees' Benefit Society, was held at Beaudam's Hall, St. Henri, the other evening, Mr. J. Williams, presiding.

The report for the year showed the society to be in a flourishing condition, by the large membership as well as the substantial balance on hand, while the efficient manner in which the affairs of the society had been administered by the executive board, called forth a hearty and unanimous vote of thanks from the 500 members present.

The laudable objects of the society are: The securing of a weekly allowance and doctor's care for its sick members, and funeral benefits for the deceased.

The hearty cooperation of the members has enabled the society to do much good work as well as develop an *esprit de corps* far reaching in its effects in the various branches of the work in which its members are engaged.

After the disposal of the routine business, the meeting resolved itself into a social gathering, when both the musical and social phases were entered into with that vim and enthusiasm for which these gatherings have become noted. Through the liberality of the firm, refreshments were supplied, adding greatly to the pleasure of the dancing, which concluded a pleasant evening.

S. McK.

"MIDLAND" BRAND Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co., - **Galt, Ont.**

We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

CURRENT MARKET QUOTATIONS.

October 12, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 35 0 36

Tinplates.

Charcoal Plates—Bright	Per box
M.L.S., equal to Bradley.	\$7 00
I.C., usual sizes	8 50
I.X., "	8 50
I.X.X., "	10 00
Famous—	
I.C., "	7 50
I.X., "	8 50
I.X.X., "	9 50
Maven & Vulture Grades—	
I.C., usual sizes	5 00
I.X., "	6 00
I.X.X., "	7 00
I.X.X.X., "	8 00
D.C., 12½x17	4 75
D.X., "	5 50
D.X.X., "	7 50

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 30
I.C., special sizes, base.	4 50
20x28	8 75

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	9 00
I.X., Terne Tin	11 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X.X., 14x56, 50 sheet bxs	0 07
14x60	0 07½
14x65	

Tinned Sheets.

72x50 up to 24 gauge	0 08	0 08½
26	0 08½	0 09
28	0 09	0 09½

Iron and Steel.

Common Bar, per 100 lbs	1 65	1 70
Refined	2 05	
Horse Shoe Iron	1 95	
Hoop steel, 1½ to 3 in. base,		
extras for smaller sizes	3 25	
Sleigh Shoe Steel " base	2 00	
Tire Steel	2 10	
Machinery	2 25	
Cast Steel, per lb	0 00	
" Cast Steel	2 45	
" T. Fifth & Co's special cast steel, per lb.	0 12	

Boiler Tubes.

1½-inch	0 21½
2 "	0 13½
2½ "	0 16
3 "	0 17½

Steel Boiler Plate.

¼ inch	2 25
3-16 inch	2 25
¼ inch and thicker	2 25

Black Sheets.

18 gauge	3 17
20 gauge	3 10
22 to 24	3 20
25	3 30
28	3 40

Canada Plates.

All dull, 52 sheets	3 15
Half polished	3 25
All bright	3 85

Iron Pipe.

Black pipe—		
1-3/8 inch	3 30	3 35
1-1/2 "	3 25	3 40
1-3/4 "	3 45	3 85
2 "	4 90	5 50
2-1/4 "	6 75	7 50
2-1/2 "	8 10	9 00
2-3/4 "	10 75	12 00
2-1/2 inch, discount 55 to 55 and 10 p.c.		
Galvanized pipe—		
1-3/8 inch	5 00	5 10
1-1/2 "	5 75	5 85
1-3/4 "	10 75	11 25
2 "	12 75	13 50
2-1/4 "	17 00	18 00

Galvanized Sheets.

16 gauge	4 50	4 20	4 35	4 35
18 to 24 gauge	4 50	4 20	4 35	4 35
26	4 75	4 45	4 35	4 60
28	5 00	4 70	4 50	4 85
28 gauge American equals 26 gauge English.				

Queen's Head.

16 gauge	4 50	4 20	4 35	4 35
18 to 24 gauge	4 50	4 20	4 35	4 35
26	4 75	4 45	4 35	4 60
28	5 00	4 70	4 50	4 85

Chain.

Proof Coil, 3-16 in., per 100 lb		
1-3/4 "	7 50	8 00
1-1/2 "	4 75	5 10
1-3/8 "	4 25	5 00
1-1/4 "	4 00	4 25
1-3/16 "	3 75	4 00
1-1/8 "	3 50	3 50
1-1/16 "	3 25	3 50
1-1/32 "	3 25	3 50

Halter, kennel and post chains, 40 and 50 p.c.	
Cow ties	40 p.c.
Stall fixtures	35 p.c.
Trace chain	30 and 10 p.c.
Jack chain, iron, single and double, discount 35 p.c.	

Jack chain, brass, single and double, discount 40 p.c.	
--------------------------------------------------------	--

Copper.

English B. S., ton lots	0 19	0 20
Lake Superior		

Bolt or Bar.

Cut lengths round, ½ to ¾ in.	0 23½	0 25
round and square		
1 to 2 inches	0 23½	0 25

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23	0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 23	0 23½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.		
Tinned copper sheets	0 26	
Planished	0 32	

Braziers (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 25½	0 24½
35 to 45	0 24½	0 23½
50-lb. and above,	0 23½	

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 28
Spun, per lb.	0 32

Brass.

Rod and Sheet, 14 to 30 gauge, 10 percent.		
Sheets, hard-rolled, 2x4	0 24	0 25
Tubing, base, per lb.	0 24	0 25

Zinc Spelter.

Foreign, per lb	0 06	0 06½
Domestic		

Zinc Sheet.

5 cwt. casks	7 01
Pail casks	7 50

Lead.

Imported Pig, per lb	0 05	0 05½
Bar, 1 lb.	0 05½	0 06½
beets, 2½ lbs. sq. ft., by roll.	0 05½	0 06½
Sheets, 3 to 6 lbs.,	0 05½	

NOTE.—Cut sheets ½ cent per lb. extra Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.

Common, \$8.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

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Ultramarine Blue in 28 lb boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	1 00	
Genuine Eng. Litharge, per lb.	0 07	
Mortar Color, per 100 lb.	1 25	
English Vermilion	0 80	
Pure Indian Red, No. 45, lb.	0 80	
Whiting, per 100 lb.	0 55	

Blue Stone.		
Casks, for spraying, per lb.	0 07	
100-lb. lots, do. per lb.	0 18	

Putty.		
Bulk in bbls.	1 95	
Bulk in less quantity	2 10	
Bladders in bbls.	2 10	
Bladders in kegs, boxes or loose	2 25	
Bladders in 25-lb. tins	2 35	
Bladders in 12½-lb. tins	2 60	
Bladders in 10-lb. tins, less than 100 lb.	2 80	

Varnishes.		
(In 5-gal. lots.)	Per gal.	
Carriage, No. 1.	2 90	3 30
" body.	3 00	3 00
" rubbing.	4 00	5 00
Gold Size, Japan	3 00	3 40
Brown Japan	2 40	2 80
Elastic Oak	2 90	3 30
Furniture, extra.	2 40	2 80
" No. 1.	1 60	2 00
Hard Oil Finish	2 70	3 10
Light Oil Finish	3 20	3 60
Demar.	3 30	3 70
Shellac, white	4 40	4 80
" orange.	4 40	4 80
Furniture Brown Japan.	1 60	2 00
Black Japan.	2 40	2 80
No. 1.	1 60	2 00

The Imperial Varnish & Color Co., Limited		
Elastilite Varnish		
1 gal. can, each.	\$2 00.	

Granatine Floor Finish, per gal.	\$2 00.	
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Maple Leaf Coach Enamels:		
Size 1, 60c.		
Size 2, 35c.; Size 3, 20c. each.		

Linseed Oil.		
Raw.		
Boiled.		
1 to 4 bbls delivered	\$0 81	\$0 84
5 to 9 bbls	80	83
Toronto, Hamilton, London and Guelph		
2c. less.		

Turpentine.		
Single barrel, freight allowed	0 59	
2 to 4 barrels		

Castor Oil.		
East India, in cases, per lb.	0 10	0 10½
" small lots.	0 10	0 11

Cod Oil, Etc.		
Cod Oil, per gal.	0 50	
Pure Olive	1 50	
" Neatsfoot	90	

Glue.		
Common	0 08	0 09
French Medal	0 11	0 12
Cabinet, sheet	0 12	0 13
White, extra	0 18	0 20
Gelatin	0 22	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner	0 18	

Colors, Dry.		
Yellow Ochre (J.F.L.S.), bbls	1 35	1 40
Yellow Ochre (Royal)	1 10	1 15
Brussels Ochre	2 00	
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	2 00
Canadian Oxides, per cwt.	1 75	2 00
Super Magnetic Oxides, 93 p.c.	2 00	2 25
Burnt Sienna, pure, per lb.	0 10	0 10
do Raw	0 09	0 10
Drop Black, pure	0 09	0 10
Chrome Yellows, pure	0 18	0 18
Chrome Greens, pure, per lb.	0 12	0 12
Golden Ochre	0 03½	

Colors, Wet.		
Yellow Ochre (J.F.L.S.), bbls	1 35	1 40
Yellow Ochre (Royal)	1 10	1 15
Brussels Ochre	2 00	
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	2 00
Canadian Oxides, per cwt.	1 75	2 00
Super Magnetic Oxides, 93 p.c.	2 00	2 25
Burnt Sienna, pure, per lb.	0 10	0 10
do Raw	0 09	0 10
Drop Black, pure	0 09	0 10
Chrome Yellows, pure	0 18	0 18
Chrome Greens, pure, per lb.	0 12	0 12
Golden Ochre	0 03½	

Colors, Dry.		
Yellow Ochre (J.F.L.S.), bbls	1 35	1 40
Yellow Ochre (Royal)	1 10	1 15
Brussels Ochre	2 00	
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	2 00

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.



HARDWARE.

Ammunition.

Cartridges.
B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c. Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
net list. B. B. Caps. discount 45 per cent.
Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.
Brass-shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads. per lb.
Best thick white felt wadding, in 1/4-lb bags. 1 00
Best thick brown or grey felt wads, in 1/2-lb. bags. 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges. 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge. 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge. 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges. 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge. 0 25
Thin card wads in boxes of 1,000 each, 8 gauge. 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge. 0 60
9 and 10 gauges. 0 70
7 and 8 gauges. 0 90
5 and 6 gauges. 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge. 1 15
9 and 10 gauges. 1 40
7 and 8 gauges. 1 65
5 and 6 gauges. 1 90

Adzes.
Discount, 20 per cent.

Anvils.
Per lb. 10 0 12 1/2
Anvil and Vice combined. 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co.'s Anvils, lb. 0 09 1/2 0 10

Augers.
Gilmour's, discount 50 and 10 p. c. off list.

Axes.
Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33 1/2 per cent.
Hunters Axes. 5 50 6 00
Boy's Axes. 5 75 6 75
Splitting Axes. 6 50 12 00
Handled Axes. 7 00 10 00

Axle Grease.
Ordinary, per gross. 5 75 6 00
Best quality. 13 00 15 00

Bath Tubs.
Zinc. 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.
Standard Enamelled.
5 1/2-inch rolled rim, 1st quality. 30 0
" 2nd " 22 00

Anti-Friction Metal.
" Tandem " A. per lb. 0 27
" B. " 0 21
" C. " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25

SYRACUSE SMELTING WORKS.
Aluminum, genuine. 0 40
Dynamo. 0 29
Special. 0 25
Aluminum, 99 p. c. pure "Syracuse". 0 50

Bells.
Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's. 5 50 8 00
" Peterboro', discount 27 1/2 per cent.

Farm.
American, each. 1 25 3 00
House.
American, per lb. 0 35 0 40

Bel lows.
Hand, per doz. 3 35 4 75
Moulders, per doz. 7 50 10 00
Blacksmiths, discount 40 per cent.

Belt ing.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.
Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.
Clark's, per doz. 0 65 0 90
Diamond, Shell, per doz. 1 00 1 50
Nail and Spike, per gross. 2 25 5 20

Blind and Bed Staples.
All sizes, per lb. 0 07 1/2 0 12

Bolts and Nuts. Per cent.
Norway Bolts, full square. 65
Common Carriage Bolts, full square. 65
" " 5-16 and under. 65
" " 3/8 and larger. 55

Machine Bolts, all sizes. 60
Coach Screws. 70
Sleigh Shoe Bolts. 75
Blank Bolts. 60
Bolt Ends. 65
Nuts, square. 4c. off
Nuts, hexagon. 4 1/2c. off

Tire Bolts. 67 1/2
Stove Bolts. 67 1/2
Stove rods, per lb. 5 1/2 to 6c.
Plough Bolts. 55

Boot Calks.
Small and medium, ball, per M. 4 25
Small heel, per M. 4 50

Bright Wire Goods.
Discount. 55 per cent.

Broilers.
Light, dis. 65 to 87 1/2 per cent.
Reversible, dis. 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 3. 6 00
Henis, No. 9. 7 00
Queen City. 7 50 0 00

Butchers' Cleavers.
German, per doz. 6 00 11 00
American, per doz. 12 00 20 00

Building Paper, Etc.
Plain building, per roll. 0 30
Tarred lining, per roll. 0 40
Tarred roofing, per 100 lb. 1 60
Coal Tar, per barrel. 3 50
Pitch, per 100-lb. 0 80
Carpet felt, per ton. 45 10

Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis. 60 per cent.

Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair. 0 40 0 65
Carpet Stretchers.
American, per doz. 1 00 1 50
Bullard's, per doz. 6 50

Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross. 50 9 50

Cement.
Canadian Portland. 2 80 3 00
English. 3 00
Belgian. 2 75 3 00
Canadian hydraulic. 1 25 1 50

Chalk.
Carpenters, Colored, per gross. 0 45 0 75
White lump, per cwt. 0 60 0 65
Red. 0 05 0 06
Crayon, per gross. 0 14 0 18

Ohisels.
Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.

Churns.
Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.

Discounts: Delivered from factories, 58 p. c.; from stock in Montreal, 56 p. c. Terms, 4 months or 3 p. c. cash in 30 days.

Clips.
Axle dis. 65 per cent.

Closets.
Plain Ontario Syphon Jet. \$8 00
Emb. Ontario Syphon Jet. 8 50
Fittings. 1 00
Plain Teutonic Syphon Washout. 4 75
Emb. Teutonic Syphon Washout. 5 25
Fittings. 1 00
Plain Richelieu. 4 75
Emb. Richelieu. 5 00
Fittings. 1 25
Closet connection. 1 25

Basins, round, 14 in. 0 65
" oval, 17 x 14 in. 1 55
" 19 x 15 in. 2 30

Compasses, Dividers, Etc.
American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.
Canadian, dis. 25 to 33 1/3 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair. 17 1/2
" 5. 22 1/2
" 6. 15
Boynton pattern. 20

Door Springs.
Torrey's Rod, per doz. (15 p. c.) 2 00
Coil, per doz. 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.
Hand and Breast.
Miller's Falls, per doz. net list.
DRILL BITS.
Morse, is. 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz. 1 80
No. 2, per doz. 1 60
Bright, 20c. per doz. extra.

ESCUTCHEONS.
Discount, 27 1/2 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Fote, 60 and 10 p. c. to 10, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.
Hay, manure, etc., dis. 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.
Star Per Per D. Diamond
Size United 50 ft. 100 ft. 50 ft. 100 ft

Under 26. 2 10 4 00 6 00
26 to 40. 2 30 4 35 6 65
41 to 50. 4 75 7 25
51 to 60. 5 00 8 50
61 to 70. 5 35 9 25
71 to 80. 5 75 10 50
81 to 85. 50 11 75
86 to 90. 14 00
91 to 95. 15 50
96 to 100. 18 00
101 to 105. 21 00
106 to 110. 24 00

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each. 1 65 2 40

HALTERS.

Rope, 3/8 per gross. 9 00
" 1/2 to 3/4. 14 00
Leather, 1 in., per doz. 3 87 1/2 4 00
1 1/4 in. 5 15 5 20
Web, — per doz. 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.
Magnetic, per doz. 1 10 1 20
Sledge.
Canadian, per lb. 0 07 1/2 0 08 1/2

Ball Peen.
English and Can., per lb. 0 22 0 25

HANDLES.

Axe, per doz., net. 1 50 2 00
Store door, per doz. 1 00 1 50

Fork
C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.

Saw.
American, per doz. 1 00 1 25
Plane.
American, per gross. 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Cut Saws.
Canadian, per pair. 0 13 1/2

HANGERS.

doz. pairs
Steel barn door. 5 85 6 00
Stearns, 4 inch. 5 00
" 5 inch. 6 50

Lane's covered—
No. 11, 5-1/2, run. 8 40
No. 11 1/2, 10-ft. run. 10 80
No. 12, 10-ft. run. 12 60
No. 14, 15-ft. run. 21 00
Lane's O.N.T. track, per foot. 4 1/2

HARVEST TOOLS.
Discount, 50 and 10 per cent.

HATCHETS.
Canadian, dis. 40 to 42 1/2 per cent.

HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., p. lb. 0 06 1/2
" 6-in. " 0 08 1/2
" 8-in. " 0 06
" 10-in. " 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs. 4 50
14 in. up, per 100 lbs. 3 50
Per gro. pair 12 00

HOES.
Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz. 4 00 4 50

HOLLOW WARE
Discount, 45 and 5 per cent

HOOKS.
Cast Iron.
Bird Cage, per doz. 0 50 1 10
Clothes Line, per doz. 0 27 0 63
Harness, per doz. 0 72 0 88
Hat and Coat, per gross. 1 00 3 00
Chandelier, per doz. 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47 1/2 per cent.

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000. 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.
"C" brand 50 p. c. dis. Oval head.
"M" brand 50 p. c.
Acadian, 50 and 10 per cent

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B.

Cold Storage Lining

AND

.. Ruberoid Roofing ..

P. S.--Prices on Application.

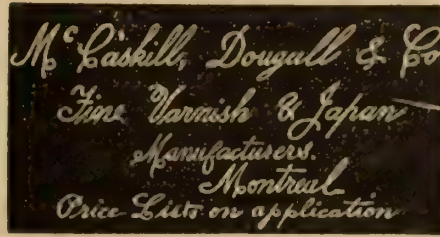
65 Shannon Street, MONTREAL.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

113 St. John Street, Montreal.

Representing British and American Manufacturers, Commission received from firms willing to be represented in Canada.

KNOX HENRY

Heavy Hardware and Metal Broker

Room 220 1/2 Board of Trade, MONTREAL.

TACKS, CUT NAILS, WIRE NAILS, HORSE SHOES, HORSE NAILS, SPIKES, BOLTS, NUTS, ETC.

SPECIALTIES -- "C" Brand Horse Nails
Canada Horse Nail Co."BRASSITE" COODS Gumm, Castor Co.
Limited, Birmingham, Eng.

HORSESHOES.

	F.O.B. Montreal.	No. 2	No. 1.
Iron Shoes.		and larger.	and smaller.
Light, medium, and heavy.	3 50	3 75	3 75
Snow shoes.	3 75	4 00	
Steel Shoes.			
Light.	3 60	3 85	
Featherweight (all sizes).	4 85	4 85	
F.O.B. Toronto, Hamilton and			
Quebec, 10c. per kg. additional.			
Toe weight steel shoes.	6 70		

JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June 1899.

ICE PICKS.

Star per doz.	3 00	3 25
KETTLES.		
Brass spun, 7 1/2 p.c. dis. off new list.		
Copper, per lb.	0 30	0 50
American, 60 and 10 to 63 and 5 p.c.		

KEYS.

Lock, Can., dis., 27 1/2 p.c.		
Cabinet, trunk, and padlock,		
Am. per gross.		60

KNOBS.

Door, japanned and N.P., per		
doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Gamine, per doz.	6 00	9 00
Shutter, porcelain, F. & L.		
screw, per gross.	1 30	4 00
White door knobs--per doz.	1 25	

HAY KNIVES.

Discount, 50 and 1 per cent.		
LAMP WICKS.		
Discount, 60 per cent.		

LANTERNS.

Cold Blast, per doz.	7 50	
No. 1, Wright's	8 50	
Ordinary, with O burner	4 25	
Dashboard, cold blast	9 50	
No. 0.	6 00	
Japanning, 50c. per doz. extra.		

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 25	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 99
King, glass	4 00	4 50
All glass	1 20	1 30

LINES.

Fish, per gross.	1 05	2 50
Chalk	1 90	7 40

LOCKS.

Canadian, dis. 33 1/2 p.c.		
Russell & Erwin, per doz.	3 05	3 25
Cabinet.		

Padlock.

English and Am., per doz.	50	6 00
Scandinavian.	1 00	2 40
Eagle, dis. 15 to 17 1/2 p.c.		

MACHINE SCREWS.

Flat head, discount 25 p.c.		
Round Head, discount 20 p.c.		

MALLETS.

Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each.	60	2 00

MATTOCKS.

Canadian, per doz.	8 50	1 00
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MEAT CUTTERS.

American, dis. 25 to 30 p.c.		
German, 15 per cent.		

MILK CAN TRIMMINGS

Discount, 25 per cent.		
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NAILS.

Quotations are:	Cut.	Wire.
2d. and 3d.	\$3 35	\$3 35
3d.	3 00	8 52
4 and 5d.	2 75	3 35
6 and 7d.	2 65	3 20
8 and 9d.	2 50	3 00
10 and 12d.	2 45	2 95
16 and 20d.	2 40	2 90
30, 40, 50 and 60d. (base).	2 35	2 85
Galvanized 2c. per lb. net extra.		
Steel Cut Nails 10c. extra.		
Miscellaneous wire nails, dis. 70 per cent.		
Coopers' nails, dis. 30 per cent.		
Flour barrel nails, dis. 25 per cent.		

NAIL PULLERS.

German and American.	1 85	3 50
Square, round, and octagon,		
per gross.	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 40 and 5 per cent. for McMullen's.		
OAKUM.	Per 100 lb.	
Navy	6 00	
U. S. Navy	7 25	

OIL.

Water White (U.S.)	0 16 1/2	
Prime White (U.S.)	0 15 1/2	
Water White (Can.)	0 15	
Prime White (Can.)	0 14	

OILERS.

McClary's Model galvan. oil		
can, with pump, 5 gal.	0 00	10 00
Zinc and tin, dis. 50, 50 and 10.		

Copper, per doz.	1 25	3 50
Brass,	1 50	3 50
Malleable, dis. 25 per cent.		

GALVANIZED PAIS.

Dufferin pattern pails, dis. 50 to 50 and 10 p.c.		
Flaring pails, discount 45 per cent.		
Galvanized washbuds, discount 45 per cent.		

PIECED WARE.

Discount 40 per cent. off list, June, 1899.

PICKS.

Per doz.	6 00	9 00
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PICTURE NAILS.

Porcelain head, per gross.	1 50	3 00
Brass head,	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 50 per cent.		
American dis. 50.		
Wood, fancy Canadian or American, 37 1/2		
to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.		
Miscellaneous, dis. 25 to 27 1/2 per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.

English, per doz.	2 00	5 00
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PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37 1/2		
40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.		
Puller's work, discount 65 per cent.		
Rough stops and stop and waste cocks, dis-		
count, 61 per cent.		
Jenkins' disk globe and angle valves, dis-		
count, 55 per cent.		
Standard valves, discount, 60 per cent.		
Jenkins radiator valves discount 55 per cent.		
Quick opening valves, discount, 60 p.c.		

No. 1 compression bath cock	2 00	
No. 4	2 00	
No. 7, Fuller's	2 50	
No. 4 1/2	3 00	

POWDER.

Velox Smokeless Shotgun Powder,		
100 lb. or less.	0 85	
1,000 lb. or more.	0 80	
Net 31 days.		

PRESSED SPIKES.

Discount, 25 per cent.		
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PULLEYS.

Hothouse, per doz.	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.	0 35	2 50

PUMPS.

Canadian cistern	1 80	5 60
Canadian pitcher spout,	1 40	2 10

PUNCHES.

Saddlers', per doz.	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

RANGE BOILERS

Galvanized, 30 gallons	7 25	
" 35 "	8 15	
" 40 "	9 25	

Copper, 30 "	22 00	
" 35 "	26 00	
" 40 "	30 00	
Discount off Copper Boilers 10 per cent.		

RAKES.

Cast steel and malleable Canadian list dis-		
50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heller's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00	18 00
Baker's	7 50	11 00
Wade & Butler's	3 60	10 00
Theile & Quack's	7 00	12 00
Elliot's	4 00	18 00

REAPING HOOKS.

Discount, 50 and 10 per cent.		
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REGISTER.

Discount, 40 per cent.		
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RIVETS AND BURRS.

Iron Rivets, discount 60 and 10 per cent.		
Iron Burrs, discount 55 per cent.		
Black and Tinned Rivets, 60 p.c.		
Extras on Iron Rivets in 1-lb. cartons, 1/2c		

per lb.		
Extras on Iron Rivets in 1/2-lb. cartons, 1c.		
per lb.		

Copper Rivets & Burrs, 35 and 5 p.c. dis.,		
and cartons, 1c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets in		
1/2-lb. cartons, 1c. per lb.		

Terms, 4 mos. or 3 per cent. cash 30 days.		
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RIVET SETS.

Canadian, dis. 35 3/4 per cent.		
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ROPE, ETC.

7-16 in. and larger, per lb.	Sisal.	Manila.
3/4 in.	8 1/2	12 1/2
1/2 and 5-16 in.	9 1/2	13 1/2
Cotton base, 1/2-inch and	11	14 1/2
larger	14 1/2	15
Russia Deep Sea	15 1/2	
Jute	8	
Lath Yarn	9 1/2	
New Zealand Rope	10 1/2	

RULES.

Boxwood, dis. 75 and 10 p.c.		
Ivory, dis. 37 1/2 to 40 p.c.		

SAD IRONS.

Mrs. Potts, No. 55, polished.	0 75	
No. 50, nickle-plated.	80	

SAND AND EMERY PAPER.

Dominion Flint Paper, 47 1/2 per cent.		
B & A. sand, 40 and 2 1/2 per cent.		
Emery, 40 per cent.		

SAP SPOUTS.

Bronzed iron with hooks, per doz.	9 50	
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SAWS.

Hand, Disston's, dis. 12 1/2 p.c.		
S. & D., 40 per cent.		
Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
" frame only	0 75	

SASH WEIGHTS.

Sectional, per 100 lbs.	3 25	
Solid,	1 50	

SASH CORD.

Per lb.	0 23	0 30
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SAW SETS.

" Lincoln," per doz.	6 50	
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SCALES

B. S. & M. Scales, 45 p.c.		
Champion, 65 per cent.		
Fairbanks Standard, 25 p.c.		
" Dominion, 55 p.c.		
" Richelieu, 55 p.c.		
Chatillon Spring Balances, 10 p.c.		

SCREW DRIVERS.

Sargent's, per doz.	0 65	1 00
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SCREWS.

Wood, F. H., iron, and steel, 80 p.	
Wood R. H., " dis. 75 p.c.	
" F. H., brass, dis. 75 p.c.	

STANDARD CHAIN CO.,

PITTSBURGH,
U. S. A.

MANUFACTURERS
OF

CHAIN

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued and tinned.....	65 and 5
Chair nails	35
Cigar box nails	35
Patent brads	40
Pine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk.....	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails.....	15
Zinc glazier's points.....	5
Double pointed tacks, papers.....	80 and 10
" " bulk	40

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English, ass skin, per doz....	2 75 5 00
English, Patent Leather....	5 50 9 75
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Game, H. & N., P. S. & W., 65 p.c.	
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TROWELS.	
Disston's discount 10 per cent.	
German, per doz.....	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.	
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Wrapping, mottled, per pack.	0 50 0 60
Wrapping, cotton, per lb	0 17 0 18
Mattress, per lb.....	0 33 0 45
Staging, "	0 27 0 35
Broom, "	0 30 0 55

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vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, 32c.—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

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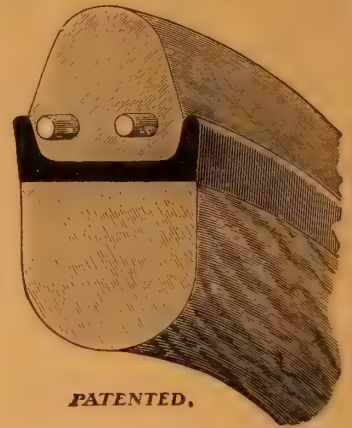
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VOL. XII.

MONTREAL AND TORONTO, OCTOBER 20, 1900.

NO. 42

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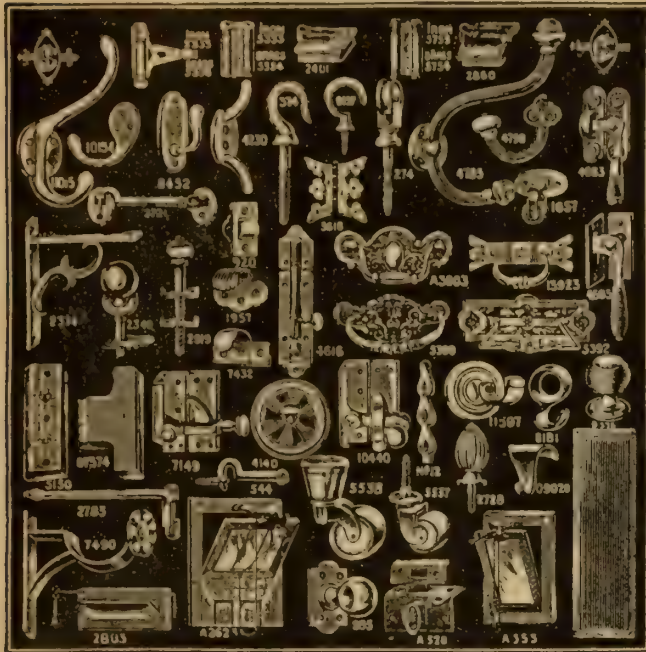
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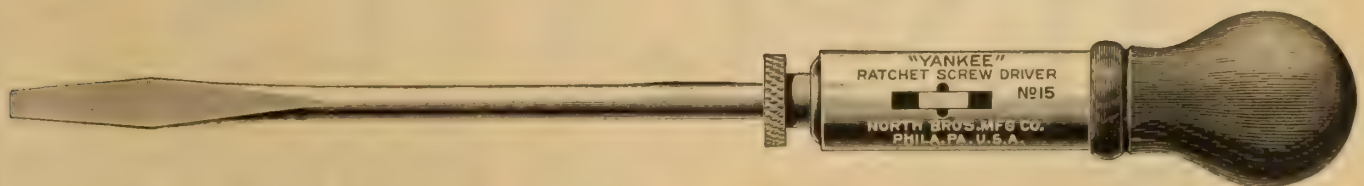
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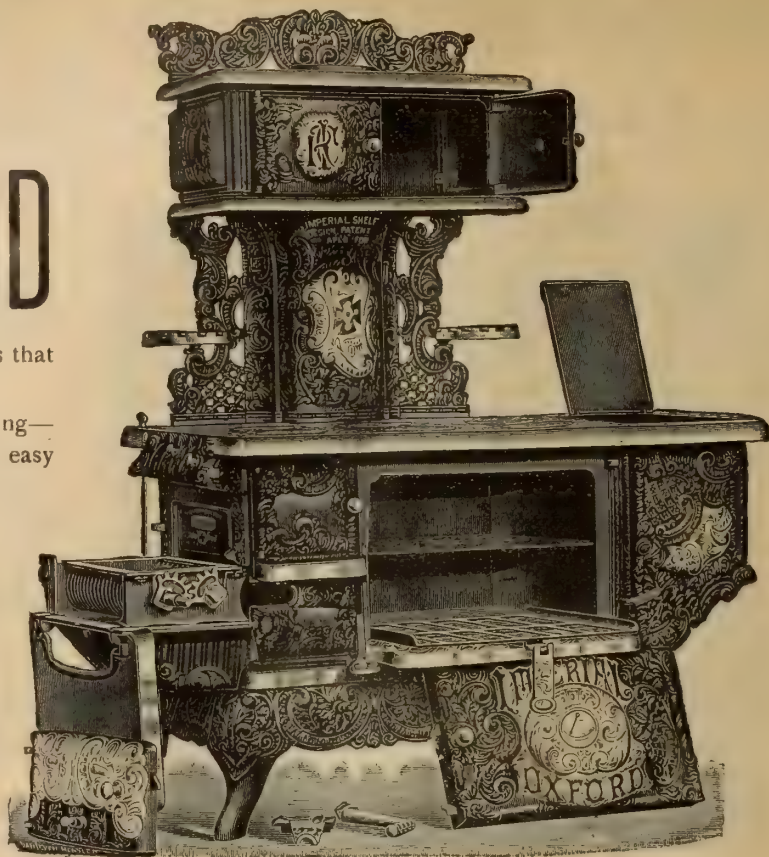
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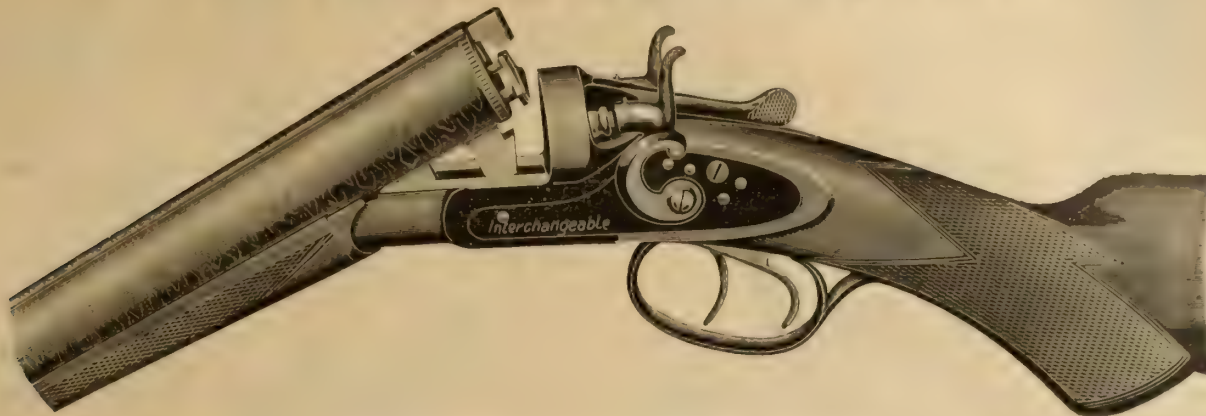
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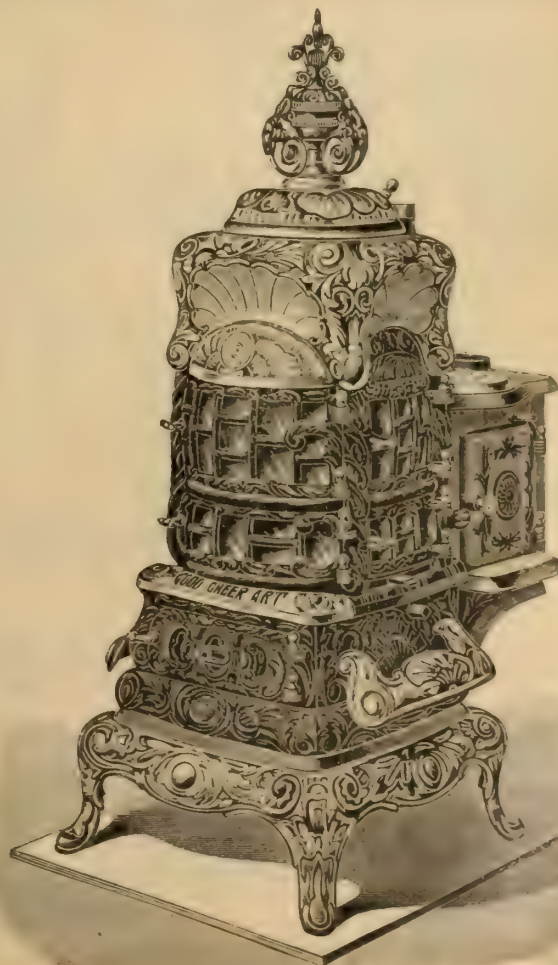
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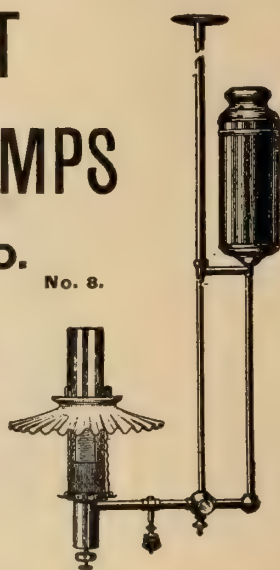
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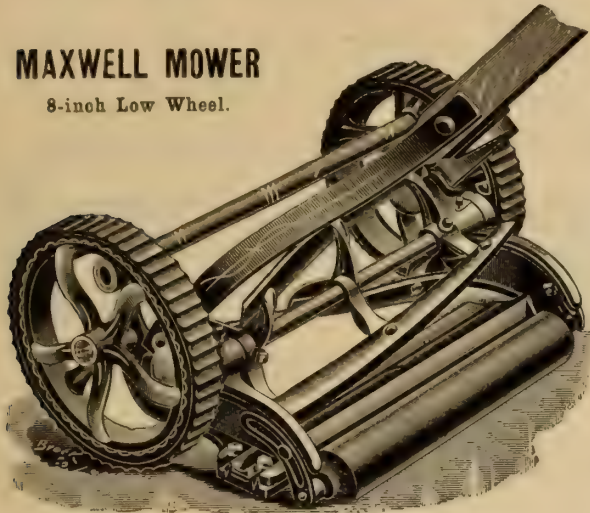
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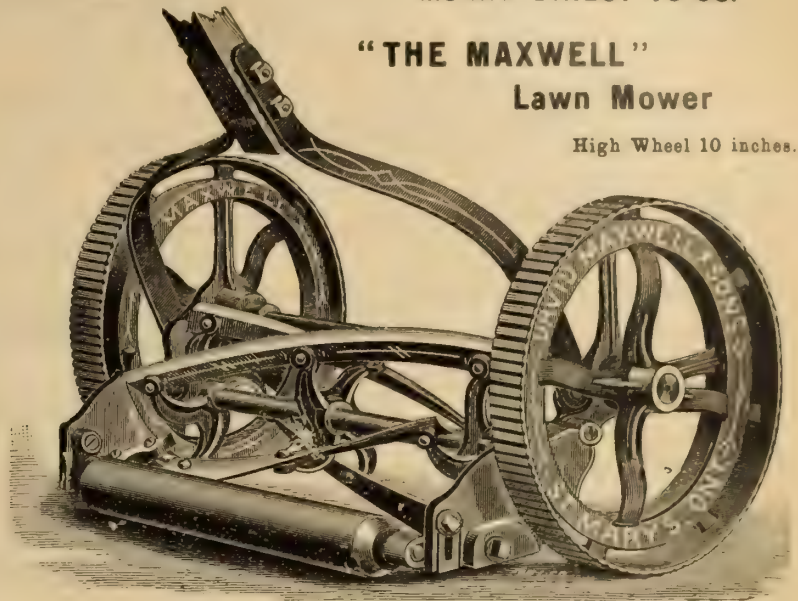
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High Wheel 10 inches.



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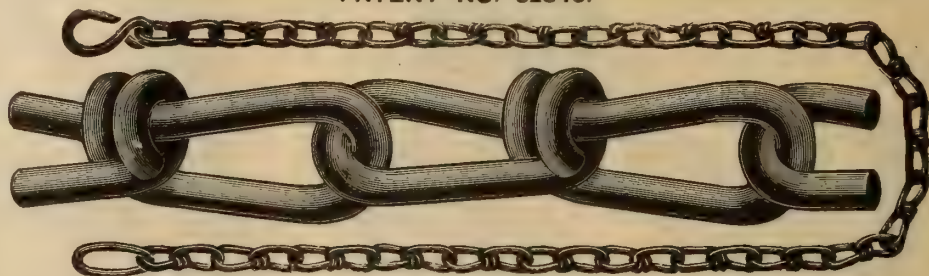
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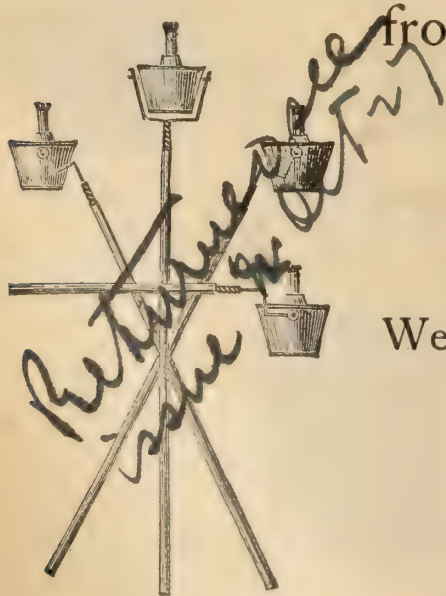
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THERE have been several unexpected declines in prices upon the American markets during the last few months, and most of these declines have been made by trusts. Of course, the reduction in the price of iron can be explained, but there has been no sufficient reasons given that would explain such a decline as that in wire as an ordinary market affair.

Then pig lead seemed to be manipulated in the same way. Foreign markets were high, but yet American prices were dropped materially. The same thing occurred in sugar when the market was exceedingly strong. What is the reason of all this?

We have taken three illustrations, sugar,

wire and pig lead. Now, all three are controlled by trusts who can make the values high or low as they please. Generally they make them high. But trusts in the United States depend for their peaceful existence to some extent upon the Republican party. Bryan is solemnly pledged to render their life miserable. Now, McKinley may be able to weather the gale cumbered as he is with trusts, but he runs more dangers if the trusts are setting high prices during the campaign than if they set low prices. Would it not then seem to be a political trick on the part of the trusts in lowering prices? They are willing to sacrifice part of their enormous profits for a few months to reap the reward during the ensuing four years. If so, prices will advance rapidly when the elections are over.

W. I. Russel & Co.'s "Quotation Sheets," of New York, says, on Monday: "With the near approach of the elections it is interesting to note the difference of opinion as to the immediate future of the market. There are those who believe the success of the Republican ticket will be immediately followed by a rising market, and we know that the opinion has been backed by large purchases of metal for future delivery. On the other hand, there are not found wanting those who believe in declining values regardless of the result of the elections. It is significant, however, that the latter have not been free sellers and have given no demonstration that they have the courage of their convictions." Since the beginning of July tin has declined £15 a ton on the London market, and it is in the hands of the Rothschilds.

This theory is not at all improbable on the face of it, for it is well known that such

manipulations are made for political purposes. It is asserted that the Democrats even stirred up the big strike of miners now on to increase a certain number of voters against the "powers that be." If all this be so, we shall probably see a rising market in November, no matter which candidate is elected.

BRICKS FROM GLASS WORKS REFUSE.

JAMES BOYLE, once a well-known Canadian journalist but now United States Consul at Liverpool, sends to his Government at Washington an interesting report regarding a recent discovery for the manufacture of bricks from glass works refuse.

This refuse consists mainly of spent sand, minute particles of glass and about 3 per cent. of iron. Heretofore, the presence of iron in the refuse has prevented its utilization for brick-making, but Dr. Ormandy, formerly science master at the Gamble Technical College, St. Helen's, a town a few miles from Liverpool, has discovered a process whereby is made possible what was before deemed impossible. The experiments which have been made have proved so successful that an extensive plant for the manufacture of bricks from the refuse is now in process of construction at St. Helen's, a town that is already noted for its glass-works.

The bricks made from the process in question will stand a great amount of heat, are about the color of silica bricks, and can be glazed.

The refuse from one industry is gradually becoming the raw material of the other.

WHAT WE WANT WE MUST GET.

A STORY is told of a negro who prayed long and often that a pair of chickens might be sent to him; but no answer came. By-and-bye he began to pray that he might be sent to a pair of chickens; and his prayer was immediately answered.

The business men of this country have for some years been wishing that there were more practical business men and fewer professional politicians in the Provincial and Federal Parliaments. But the trouble is their practices are not always in line with their wishes: They too often wish one thing and do the very opposite. That which they would do they do not and that which they would not do they do. Business commonsense says they should do one thing and political exigencies say they should do another. And the latter is usually a more potent factor than the other.

It is certainly not as hard as it was. The politicians who manipulate the machines of the respective parties are beginning to at least pretend that they recognize that the commonsense business man is the ideal man for Parliament. This is particularly noticeable in the ridings where the commercial interests are strong. If there is at all any chance of associating their candidates with commercial matters they do not hesitate to do so. Frequently the man they hold up is not a bona fide business man, but it is complimentary nevertheless to the commercial men of the country when the professional politicians acknowledge that the man of practical business experience possesses qualifications for Parliamentary life.

The possession of a few shares in a commercial enterprise no more constitutes the holder thereof a business man than does the mere giving of a child a dose of medicine constitute the parent who give it a physician.

A man can only be called a physician after he has taken a course of practical training. It is the same with regard to a business man. Knowledge follows training.

The more the business men of the country exercise their influence in politics, the more businesslike will be the men who make and unmake our laws. And the improvement will be in ratio to the persistency with

which business men act upon their own judgment, and not upon that of the professional politicians who turn the political machine.

Wishing does not get good members of Parliament. They must be gone after.

WIRE PICTURE CORD LIST.

IN last week's issue reference was made to a change in the price of wire picture cord of United States manufacture.

From information since received, it appears that the advance was due to the fact that the prices had become so low and unsatisfactory that, from a sense of self-preservation, they were compelled to take preconcerted action toward higher figures.

Subjoined is the new list which the manufacturers have issued. It was forwarded to us by one of the manufacturers, with the request that we publish it, "so as to make the list universal among the hardware trade." The list went into force on October 2, and all orders taken after that date will be based on it:

TINNED BRAIDED OR TWISTED.

Per Box of	No. 0.	No. 1.	No. 2.	No. 3.	No. 4.	No. 5.	No. 6.	No. 7.	No. 8.
12-25 yd. coils.....	\$2 00	\$3 00	\$4 00	\$ 5 00	\$ 6 50	\$ 8 00	\$10 00	\$12 00	\$15 00
12-10 yd. ".....	1 40	1 75	2 50	3 00	3 75	4 50	5 50	7 00	9 00
144-3 yd. ".....	6 00	7 50	9 50	11 00	14 00	18 00	23 00	28 00	35 00
12-25 ft. ".....	1 25	1 75	2 25	2 75	3 50	4 25	5 00	6 00	8 00

GILT BRAIDED OR TWISTED.

Per Box of	No. 10.	No. 11.	No. 12.	No. 13.	No. 14.	No. 15.	No. 16.	No. 17.	No. 18.
12-25 yd. coils.....	\$ 5 52	\$ 9 00	\$12 75	\$18 75	\$22 50	\$30 00	\$37 50	\$45 00	\$55 00
12-10 yd. ".....	3 50	5 50	7 50	11 00	14 00	20 00	25 00	30 00	35 00
144-3 yd. ".....	15 00	22 00	31 00	45 00	60 00	85 00	100 00	120 00	150 00
12-25 ft. ".....	3 00	4 50	6 25	9 00	12 00	17 00	20 00	25 00	30 00

GOLD, SILVER AND COPPER BRAIDED OR TWISTED.

Per box of	No. 20	No. 21	No. 22	No. 23	No. 24	No. 25	No. 26	No. 27	No. 28
12-25 yd. coils.....	\$ 9 00	\$13 50	\$22 50	\$30 00	\$45 00	\$60 00	\$67 50	\$75 00	\$85 00
12-10 yd. ".....	4 50	7 50	10 50	16 00	21 00	26 50	31 00	36 00	45 00
144-3 yd. ".....	20 00	30 00	45 00	65 00	85 00	105 00	125 00	150 00	185 00
12-25 ft. ".....	3 75	6 25	8 75	13 00	17 50	22 00	25 00	30 00	37 50

ANOTHER DECLINE IN BOLTS.

A NOTHER decline in the price of bolts and nuts is announced. It amounts to over 14 per cent. in some instances, and is due to the unsettled condition of the market in the United States. In the United States, prices, to close buyers, are almost as low as those which prevailed before the advances of last year. "There appears to be, however," says Iron Age, "A slight improvement in the situation, as some manufacturers are withdrawing some extreme quotations."

The new discounts to the retail trade in

Canada, together with a comparison of the old, are as follows:

	Dis- count on new list.	Dis- count on old list.
Carriage bolts, full square (Norway) .	70	65
Carriage bolts, full square	70	65
Common carriage bolts, all sizes	65	55-60
Machine bolts, all sizes.....	65	60
Coach screws	75	70
Sleigh shoe bolts.....	75	75
Blank bolts	65	60
Bolt ends	65	65
Plough bolts.....	60	55
Nuts, square.....	4½c	4c
Nuts, hexagon.....	4½c	4½c

WINNIPEG'S NEW SUMMER RESORT

Winnipeggers are to be congratulated upon the new summer resort that will be opened to them with the completion of the terminus of the C.P.R. at Lake Winnipeg. It is to be at Whyteswold, a portion of the western shore of the lake which was in times past one of the favorite resorts of the Cree Indians.

The attractions of the new resort are indeed many. The bathing grounds are delightful, there being a beach of soft, white sand, varying in depth from 6 in. to 6 ft. Boating, sailing and fishing on water, and

riding, wheeling and wood-roaming on shore, will be attractions sufficient to satisfy any kind of summer visitor. As the shores are covered with pine the resort will be a most healthy one. It is proposed by the C.P.R. to increase its popularity by establishing a daily service during the hot months of the year.

He who is endeavoring these days to gather political truths from the speeches of the politicians is about as successful as if he were trying to bale out a tub of water with a sieve.

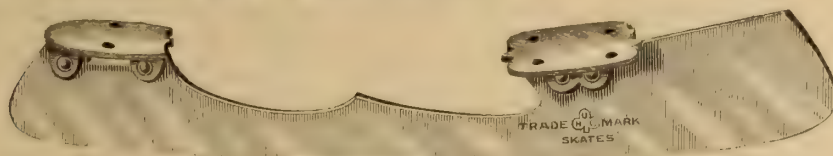
SKATES

We have lately purchased the entire stock of the . . .

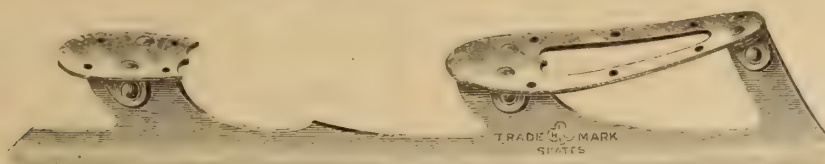
Dominion Skate Co.



ST. LAWRENCE NEW MODEL LADIES'.



VICTORIA CLUB.



ST. LAWRENCE LADIES' AND GENTLEMEN'S FIGURE SKATE.



ST. LAWRENCE HOCKEY WITH FLANGE BLADE.

It will pay you
to get our prices
before buying.

Let us send you
a sample order.



KEYSTONE AND ST. LAWRENCE HOCKEY.



NO. 692.

LEWIS BROS. & CO.

St. Sulpice Street

— MONTREAL.

at much lower
than regular prices
and we intend to
give the trade the
full benefit of the
purchase.

AN AFFILIATION OF MANUFACTURERS.

A MOVEMENT is on foot for the affiliation of the Montreal Manufacturers' Association with the Canadian Manufacturers' Association.

On Tuesday a conference was held in Montreal by gentlemen representing the two organizations. The Canadian Manufacturers' Association was represented by Mr. P. W. Ellis, the president; Mr. T. A. Russell, the secretary, and Lieut.-Col. J. B. MacLean. The representatives of the Montreal Association were: Messrs. W. McMaster, John McFarlane, Frank Paul, Col. Bu land, Edward McDougall, George Sadler, and C. C. Ballantyne.

Although the Montreal organization has yet to finally pronounce upon the matter, affiliation is practically assured, as the committee which represented that body will report in favor of it.

HARDWARE AND METAL has had occasion more than once of late to congratulate the Canadian Manufacturers' Association for the energy it has developed and it takes pleasure in again doing so. It is now decidedly a live organization and is exercising its influence for good in the country. Results prove this.

Every Province in the Dominion, with the exception of Prince Edward Island, is now represented in the Canadian Manufacturers' Association.

AMERICAN AMMUNITION DEARER.

Jobbers in Canada have been notified by the manufacturers in the United States of the withdrawal of the rebates which have hitherto been granted. This means, of course, an advance in prices. The advance comes, however, when the bulk of the business has been done for the season.

It seems somewhat incongruous that the price of ammunition should advance when the tendency in a good many other lines is in the opposite direction, but it must be remembered that the ammunition manufacturers, owing to the keenness of competition among themselves, did not put their figures up during the period of general inflation. As they are doing now what they did not then, it is presumed that an agreement has been arrived at between them.

THE UNDISPUTED CHAMPION.

Major Taylor, the Iver Johnson racing "team," completes the racing season as undisputed champion of America. He has

met the fastest of the sprinters, and it is no small honor to have won the championship with twice as many points as his nearest competitor.

SMALLER UNITED STATES PIG IRON OUTPUT.

THE IRON AGE in its current issue gives its usual monthly summary of the status of pig iron production on October 1. Following are the figures with comparisons:

	Furnaces in Blast.	Capacity per Week. Gross Tons.
October 1, 1900	213	223,169
September 1	228	231,778
August 1	240	244,126
July 1	284	285,413
June 1	293	296,316
May 1	291	293,850
April 1	291	289,482
March 1	293	292,143
February 1	296	298,614
January 1, 1899	280	291,186
December 1, 1899	283	296,959
November 1	277	288,522
October 1	265	278,650

FURNACE STOCKS.

Following is the position of furnace stocks, sold and unsold, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron:

Stocks.	April 1.	July 1.	Sept. 1.	Oct. 1.
Anthracite and coke	177,650	387,482	575,713	6,2054
Charcoal	19,882	33,556	41,444	59,944
Total	197,532	421,038	625,157	661,998

WARRANT STOCKS.

The American Pig Iron Storage Warrant Company report the following stocks:

Stocks.	April 1.	July 1.	Sept. 1.	Oct. 1.
Coke and anthracite	1,500	4,400	20,060	29,310
Charcoal	1,400	1,400	1,800	1,100
Totals	2,900	5,800	21,860	30,410

Commenting on these figures and the general situation the same journal says:

"Our monthly blast furnace statistics show that, in spite of a further reduction in the capacity of the coke and anthracite stacks working, which amounts to 9,630 tons weekly, there has been a further accumulation of stocks by about 26,000 tons during September. We are now making pig iron at the rate of less than 11,500,000 tons per year, as compared with a rate of over 15,000,000 tons per year on June 1, when the maximum was reached. Since then furnace stocks have gone up from 300,000 tons to double that quantity. Our statistics do not include the stocks of metal at the great steel works, which may have increased. As against this apparently adverse statistical situation there is the undoubted fact that the stocks in the hands of consumers have been cut down to a very low figure. The frequency with which melters enter the market for iron for prompt delivery is very conclusive proof that such is the case. Unfortunately it is not capable of being given numerical expression.

"With the exception of Chicago the pig

iron distributing markets are rather quiet. There pipemakers have bought 10,000 tons, and independent makers, too, have placed orders, one of them purchasing about 6,000 tons.

"Reports show that the export shipments of Southern iron are proceeding at a very heavy rate. The rush of cotton to market has given opportunity to ship pig iron, and this has been emphasized by the diversion of cotton from Galveston to New Orleans and other iron shipping ports. It seems that the majority of charters have been made for October, November, or December shipments, at the ships' option. The special circumstances have induced the ship-owners to exercise their options in favor of immediate shipment of the iron. This may later on cause an easing in rates. So far as prompt shipment is concerned from North Atlantic ports, through which Pittsburg, Central and Eastern Pennsylvania ship finished iron and steel, the rates are still very stiff. But for December shipment they are easier. It appears that further heavy sales of plates to British shipbuilders have been made, and from domestic builders, too, some good orders have come out."

Rogers, Brown & Co. say: "The publication of the figures of stocks and production of furnaces for September confirmed the position of those who have held that the period of increasing stocks was over for the present. The slight gain of 26,000 tons was more than offset by the further shrinkage of 500,000 tons annually in production. We are now making but 11,500,000 tons against 15,000,000 tons January 1. But for the embargo of the election, this showing would stimulate buying. Current orders, however, are not to be complained of in volume, though all are for immediate or nearby delivery."

PERSONAL MENTION.

Mr. W. S. Fisher, of Emmerson & Fisher, wholesale hardware merchants and manufacturers, St. John, N.B., spent a few days in Toronto this week. Mr. Fisher has many friends in Toronto and his presence is always welcome.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THOMSON & CO., general merchants, Schreiber, Ont., have assigned to C. C. Scott, Hamilton.

J. L. Langlais, general merchant, Amqui, Que., has assigned.

P. A. Meilleur, harnessmaker, Hull, Que., has compromised.

A. Bussiere, general merchant, Stanfold, Que., is offering 65c. on the dollar.

Savage Bros., merchants, Revelstoke, B.C., have assigned to James B. Smith.

C. McCall, general merchant, Starbuck, Man., has assigned to J. K. McLennan.

J. M. M. Duff has been appointed curator of Wood & Co., painters, etc., Montreal.

V. E. Paradis has been appointed curator of D. Tremblay, general merchant, Point A'Pic, Que.

A meeting of the creditors of James H. Frisken, blacksmith, Napanee, Ont., will be held on October 22.

Larue & Pickard, general merchants, Edmonton, N.W.T., have assigned to C. W. Cross, and a meeting of their creditors will be held in Montreal on November 2.

PARTNERSHIPS FORMED AND DISSOLVED.

Bicknell & Marquis, general agents, Montreal, have dissolved.

Cusson & Wilkinson, electrical engineers, Levis, Que., have dissolved.

Kerr & Foss, hardware and crockery dealers, Sherbrooke, Que., have registered partnership.

Partnership has been registered by The John Terreault Tool and Axe Works, Maissonneuve, Que.

Steele & Dart, general merchants, Ridgetown, Ont., have dissolved partnership, Thomas Steele continuing.

Frothingham & Workman, iron and steel merchants, Montreal, have dissolved, and a new partnership has been registered.

SALES MADE AND PENDING.

D. McNaughton, harness dealer, Kentville, N.S., is selling out.

The stock of Joseph Pepin, general merchant, St. Albert, Ont., has been sold.

The estate of Robert Smith, blacksmith, Truro, N.S., is advertised for sale by assignee.

CHANGES.

D. W. Marshall is starting as blacksmith in Westville, N.S.

Mary Bennum, blacksmith, Warkworth, Ont., has removed to Rochester.

J. L. Terry, general merchant, Midway, B.C., has removed to Rossburg, Wash.

J. S. C. Lang, general merchant, South Monaghan, Ont., has sold out to Joseph A. Porter.

Paul Bissonette, general merchant, Cas-

Working With You.

If you handle S.-W. P. you have two strong helpers working with you for big business—The Sherwin-Williams Co. and S.-W. P. itself.

The work of the Company comes through many ways: Effective advertising; special correspondence; a monthly magazine full of suggestions, etc., etc. We stand back of you all the time to help you become the leader in your town.

The work of S.-W. P. comes through its splendid quality. It is made right and sells right. It gives satisfaction. It backs up everything good you can say about it. It gives reputation and builds trade.

"B-13"—a booklet—tells, in detail, just how we work with you. Send for it.



CLEVELAND.
CHICAGO.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO.

SAN FRANCISCO.
KANSAS CITY.



selman, Ont., has opened a branch at South Indian.

G. S. Marceau has registered as proprietor of Marceau & Gauvin, general merchants, Quebec.

The business of A. R. Smith, general merchant, Brussels, Ont., is advertised to be closed out.

Krotz & Walter, general merchants, Listowel, Ont., are advertising to close up their business.

Shera & Co., general merchants, Fort Saskatchewan, N.W.T., have opened a branch store at Star, N.W.T.

Miss M. H. St. Laurent has registered as proprietress of Theo. St. Laurent & Co., general merchants, Nicolet, Que.

George Brownell, general merchant, Amherst Shore, N.S., has sold out to J. E. Pipes, who will continue the business.

G. E. Sauviat, A. L. Sauviat, and J. E. Sauviat have registered as proprietors of Sauviat & Fils, fruit dealers, etc., Quebec.

Meredith & Church, general merchants, South Indian, Ont., have disposed of a portion of their stock and moved to Depot Harbor, Ont.

DEATHS.

David Shannon, general merchant, of Logan's Tannery, N.S., is dead.

IT WILL BE A FINE BOAT.

Some additional facts are coming to light concerning the fine passenger propeller which the Collingwood Shipbuilding Company is to build for the North-West Transportation Company, better known as the Beatty Line, says The Detroit Free Press. She is to be designed by the company's architects, but it is understood that Frank E. Kirby, designer for the Detroit Shipbuilding Company, is finally to pass upon the designs. The new craft will be of steel, built on the channel plan, her dimensions 325 feet over all, 43 feet beam, and 27 feet deep. Her triple-expansion engine will easily develop 2,500 horse-power, driving her fifteen miles an hour at ordinary speed, and about seventeen when pushed. Her cabins will extend from the pilot-house clear to the stern, and they will be furnished and finished with an elegance, to attain which no expense will be spared. Her route will be from Sarnia to Duluth, to Fort William, and back to Sarnia. At Duluth she will exchange freight with the Northern Pacific, at Fort William with the Canadian Pacific, and at Sarnia with the Grand Trunk. Her cost will be between \$350,000 and \$400,000, and she will be finished by September of next year. She will have 75 state-rooms and parlors, and accommodation for 225 passengers.

MANUFACTURERS' NAMES ON STOVES.

IN the rush of the stove season, the worry of attending to regular orders is enough, without having the additional bother of trying to accommodate people who have stoves bearing no manufacturer's name, writes "Repairer" in Metal Worker. I know that, in order to secure large orders from big buyers, manufacturers often make stoves on which there is no name, except the fancy name which the buyer selects for the stove. This method may secure the order and please the big buyer, but it is by no means for the best interests of the people in general. Already this year I have had orders to repair half a dozen of such stoves, all of different kinds. I have gone to the trouble of writing considerable descriptions of the stoves and their various parts, and sending them, with rough sketches of the stove and the parts wanted, to a big stove repair house, and there, unless it happens to catch the attention of some old, experienced hand, it is likely to lie in the pile of nuisance orders until the trade slacks up and forces attention to matters that have been laid aside. Sometimes it requires considerable correspondence and inquiry to find out the stove in question is regularly made by "Catch All & Co.," under the name "Sweet Bargain."

My experience leads me to be strongly in favor of a law which would require the manufacturers to put their names and addresses in some places on every stove they make. The operation of the present system is that a person may have a perfectly good stove which is utterly useless to him unless he has the part required. Sometimes such stove has been bought at an auction or vendue, and there is no means of finding where it was originally purchased. If the owner has not been foresighted enough to make an effort to have the stove put in repair in the spring, so that all summer may be spent in hunting for the manufacturer, he is not unlikely to be put to the annoyance and discomfort of having to do without the stove at the very time when he needs it most. I have put in a good many years looking after the stove-repair department of our business in the fall season, and my modesty may be pardoned in claiming to be considerable of a repair expert. I have won this title in the opinion of the repair houses in two large cities, from whom I buy a large amount of goods every season. I use every effort I am capable of to make my repair orders intelligible, and seldom have trouble in getting just what I want on goods that bear the manufacturers' names.

At our local Stove Dealers' and Tinnners' Association meetings the question of stove repairs has received a good deal of discus-

sion, and the troubles of many who are less acquainted with the details of this branch of the business than I am have been somewhat relieved by an explanation of the care I take to avoid errors and mistakes. I state this, not in egotism, but to show that I am capable to take care of myself under ordinary conditions. But, at the same time, I would be glad to see a law

enacted and enforced that would prevent conditions arising where nothing short of an absolute knowledge of all unmarked stoves made would enable a man to take care of himself.

J. Hillhouse & Co., hardware merchants, Clifford, Ont., have increased the capacity and improved the appearance of their store.

How to Make Money...

...SELL...

Iver Johnson Guns and Revolvers.

OUR FIRE-ARMS ARE ABSOLUTELY SAFE.

THE NEW MODEL IVER JOHNSON SEMI-HAMMERLESS SHOTGUN
is the Finest Single-Barrel Gun on the market. Made on an entirely new principle—almost a double gun.

SEND FOR DESCRIPTIVE BOOK.

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.

Gilbertson's Galvanized Sheets

PATENT

COMET
BRAND

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

"GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"
"Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S TERNEPLATES. "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES. "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

ALEXANDER GIBB,

Agent

13 St. John Street, MONTREAL.

H. S. HOWLAND, SONS & CO.

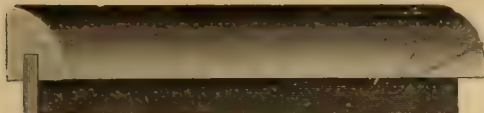
ONLY
WHOLESALE

37-39 Front Street West, **Toronto.**

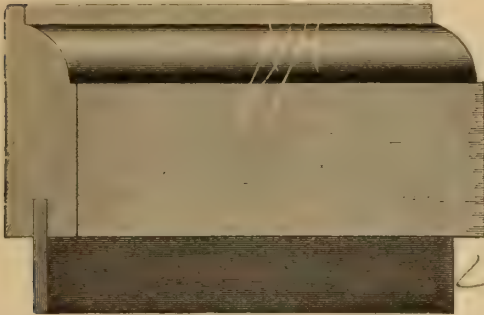
WHOLESALE
ONLY

FELT WEATHER STRIP.

Excludes all Cold, Wind, Dust or Rain.



No. 60 for Sides and Tops of Windows.



No. 64 for Bottoms of Doors.



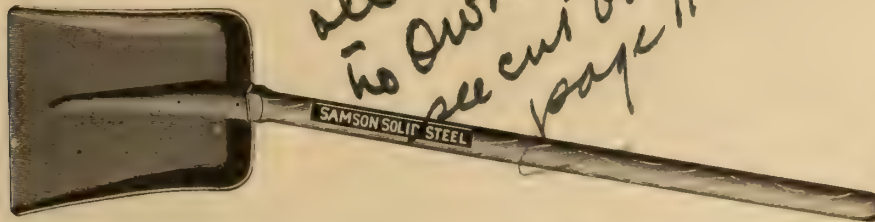
No. 61 for Sides of Windows and Doors.



No. 62 for Centres of Windows.

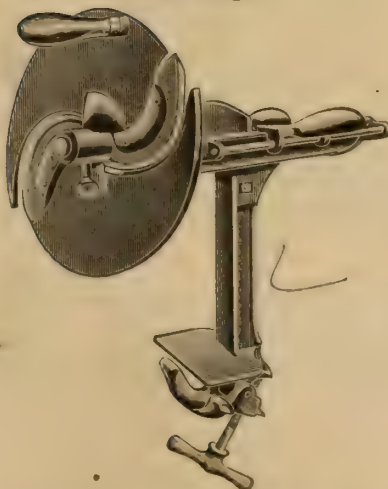
12 Feet Lengths, Packages Contain 100 Feet.

SNOW SHOVELS



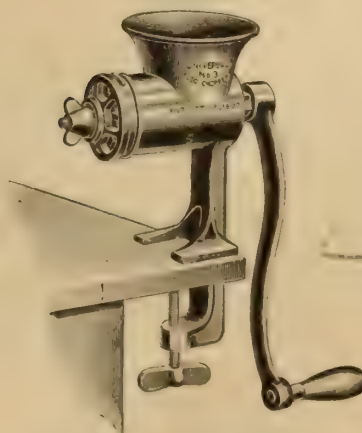
Solid Cast Steel and Wood Snow Shovels.

"Sterling."



No. 10 "Sterling" Slicer.
For any kind of Vegetable or fruit.

"Universal."



No. 1 Small Family Size.
" 2 Medium " "
" 3 Large " "

"Enterprise."



"Enterprise" Sausage Stuffers and Lard Presses

H. S. HOWLAND, SONS & CO., Toronto.

OUR PRICES
ARE RIGHT.

Graham Wire and Cut Nails are the Best.

WE SHIP
PROMPTLY.

THE
C
BRAND
**HORSE
NAILS**

have been made by us for the past thirty-five years.

They are to be found on sale from the Atlantic to the Pacific.

Our Horse Nail Works are the largest of the kind in the Dominion.

We make Horse Nails only.

Don't accept any substitutes or imitations of our registered trade mark:

C

Our name in full is on each box of our make.

**Canada
Horse Nail
Company
Montreal**

Established 1865

Buying the Best and Paying for it.

There are two things which never go together—the best article and the lowest price.

The best article—whatever it is—must be made from the best material, by the best process, and with the aid of the best skilled workmen. The best article therefore, must cost most to produce, and necessarily command the best price.

**If you want the best article,
you must pay for it.**

There are two things which always go together—the poorest article and the lowest price. You pay your money and take your choice!

The "C" Brand Horse Nails

have always stood highest in the opinion of the trade, and they have always been sold at the best price. They are made from the best material known for the purpose or used by any manufacturer, and are of a special quality of Swedish charcoal refined mild steel, which is much superior to the so-called "Norway Iron."

Our nails are forged into the desired pattern while the rods are at a white heat, which is positively the best process in use; the result being a thoroughly hammered nail, which, after passing through the several processes required of rolling, pointing and finishing, are all finally submitted to the most exacting inspection and hand sorting.

Every box of nails is therefore warranted perfect and ready for immediate use. They will be found in use by the Farrier to be the easiest to drive, and stand the hardest usage with the best results. They are the cheapest to buy, as they are the best, and the most satisfactory to the consumer in every respect.

In ordering Horse Nails, specify that our make and brand shall be supplied. Don't accept substitutes said to be "just as good." There is only one best, and that is the old reliable "C" brand.

EXTENDED INSURANCE.

One of the many liberal features embodied in the
UNCONDITIONAL ACCUMULATIVE POLICY
issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

COPP'S WARRIOR HEATER

For Coal or Wood.



IN the last two issues of this excellent trade journal, we have illustrated the external appearance of our wonderful heater. The cut here illustrated represents an internal view. No heater made in America will give the same heat on the same consumption of fuel as Copp's Warrior Heater.

Two Sizes:
Nos. 28 and 34.

McLachlan, Dougall & Co
Time Varnish & Japan
Manufacturers
Montreal
Price Lists on application

Buy the Best.



HERCULES

Sash Cord.

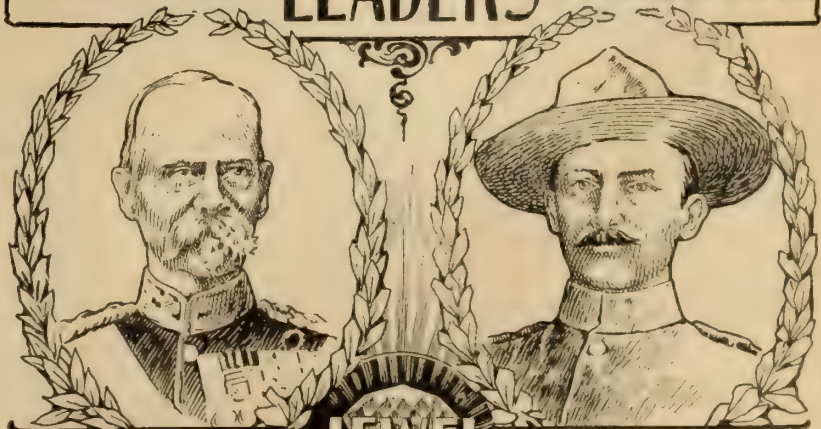
Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

THEY ARE LEADERS IN THEIR LINE



SO ALSO ARE JEWEL STOVES & RANGES

The _____ Manufactured by

Burrow, Stewart & Milne Co.

HAMILTON, ONT.

... Limited

NEW CATALOGUE now ready.

Above cut will be sent to any customer for advertising in local papers.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, October 19, 1900.

HARDWARE.

IN its main features, business has not changed since last week. Trade is fair, and a good fall demand for general hardware has been experienced. Orders are numerous, but small, although increasing in size. The orders coming from the Northwest have been rather disappointing of late, due, doubtless, to some damages which the crops have suffered from the incessant rains. It is expected that this trade will recover in a few weeks, when the prairie merchants see that their country is better able to stand a set-back than it once was. The demand from the other Provinces is very encouraging. There have been a few changes made in prices during the week. Peterboro' locks are reduced 16½ per cent. to meet American competition. The prices of bolts have been recast this week, the discount being raised in some

instances. The demand runs much along the same lines as last week.

BARB WIRE—Dealers in the city are about sold out of barb wire and there is little moving. No stocks are being carried over this year. The base is \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—There has been no change made in galvanized wire and the demand is slower. We quote as follows: Nos. 4 and 5, \$4.52½; Nos. 6, 7 and 8 guage, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

SMOOTH WIRE—The ordinary amount is called for. The base price is \$2.80 per 100 lb.

FINE STEEL WIRE—Featureless. The discount is 17½ per cent. off the list.

BRASS AND COPPER WIRE—There is nothing new to note. Discounts are 55 and

2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Are in moderate demand at the prices set in our last week's reports. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb. A fair number of orders have been received this week.

WIRE NAILS—Carlots are not moving, but there are quite a few orders coming in for lots of 10 to 25 kegs. The price is unchanged at \$2.85 for small lots and \$2.75 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—Sorting orders make up a nice demand. At present they are quoted at \$2.35 for small and \$2.25 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—The ordinary demand has been experienced at unchanged figures. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

The "Famous" Base Burner.

Is exceptionally handsome and built to save fuel.

The **three flue construction**, which is only found in this stove, causes one-third more heat to be extracted from the same amount of fuel as used in other stoves which have only two flues.

By **connecting a pipe** to the **hot air attachment** at the top of stove, heat can be carried to other rooms.

Cold air is drawn off the floor by this stove.

The **Fire Pot** can be removed and replaced through front doors.

Extra-Heavy Duplex Grates prevent the forming of clinkers.

The **Oven** has three flues, same as a cook stove.

Dampers and Check Drafts keep fire under control and **save fuel**.

THE WEARING PARTS ARE EXTRA HEAVY

and one stove should last a lifetime.

THE McCLARY MFG. CO.

LONDON. TORONTO. MONTREAL. WINNIPEG. VANCOUVER.

McCLARY'S "FAMOUS" STOVES were awarded the "GOLD MEDAL" at PARIS EXPOSITION 1900.

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
W. Dewees Wood Company's
Planished Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
20 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

HORSESHOES — Quotations are as given last week. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS — Screws maintain their same position. Discounts are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.

BOLTS — The discount list of bolts has been recast this week. Dealers are now giving the following discounts: Carriage bolts, 65 per cent.; machine bolts, 65 per cent.; coach screws, 75 per cent.; sleigh shoe bolts, 75 per cent.; bolt ends, 65 per cent.; plough bolts, 60 per cent.; square nuts, 4¼c. per lb. off list; hexagon nuts, 4¾c. per lb. off list; tire bolts, 67½ per cent.; stove bolts, 67½ per cent.

COTTERPINS — We quote: 55 per cent. off English list, or, according to American list, all sizes but ¾-in. wire, 80 per cent. off, and ¾-in. wire, 70 per cent. off.

RIVETS — There has been no change made in our quotations of last week. The discount on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE — A moderate amount of business has been done in cotton cordage this week, but, speaking generally, cordage is quiet. Manila is worth 12¾c., and sisal, 8¾c.

SPADES AND SHOVELS — A fair trade continues to be done, sorting orders still arriving. The discounts are 40 and 5 per cent.

TACKS — A good demand has been noticeable. As base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS — Trade in firebricks continues to be active and importations are fairly large. Prices range from \$17 to \$24, as to brand, ex wharf.

CEMENT — The firmness that was apparent some time ago has disappeared on account of slow business. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10 per bbl.

RUSSIA IRON

Genuine and Imitation.

CANADA PLATES

Ordinary and All Polished.

SHEET ZINC "V.M." Brand SANDERSON'S CAST STEEL.

In stock at Montreal. Close prices to wholesale buyers.

A. C. LESLIE & CO.

AGENTS, MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with —quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

IC and IX 14 x 20 and
20 x 28 Tinplates
Cokes and Charcoals.

Especially low
figures on IX 14 x 20.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Elastilite Varnish for Inside, for Outside.
 Elastilite Varnish for Buildings.
 Elastilite Varnish for Carriages.
 Elastilite Varnish for Front Doors.
 Elastilite Varnish for Boats.
 Elastilite Varnish for Furniture.
 Elastilite Varnish for Bathrooms.
 Elastilite Varnish for anything and every-
 thing to be beautified or preserved by
 varnishing.

Why carry a stock of five or six different lines when
ELASTILITE will fill the bill for them all. Put up in $\frac{1}{2}$ -Pints
 to 1 Gallon, sealed with our Brass Cap.

—Manufactured only by—

The Imperial Varnish & Color Co.
TORONTO, ONT. LIMITED

JOHN BOWMAN HARDWARE & COAL CO.,London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz.:

CEBRIANA,
 FITZCLARENCE, DALTONHEAD,
 CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders
 promptly.

METALS.

The metal market does not show much improvement, the demand still being very slack. Lead has advanced 10c.; black iron pipe is lower again; galvanized is somewhat higher, and full-polished Canada plate has been marked up 25c.

PIG IRON—Pig iron still continues to be dull with prices nominal at \$19 to \$20 for Canadian pig, and \$24 to \$25 for Summer-lee.

BAR IRON—Shows no change this week. Ruling prices are \$1.60 to \$1.65.

BLACK SHEETS—A good trade continues to be done in black sheets at \$2.95 for 8 to 16 gauge.

GALVANIZED IRON—A fair amount of trading has been done in galvanized iron. We quote: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—The foreign market displays weakness, but this does not seem to affect the market here or in New York. The Montreal price is 17 $\frac{1}{2}$ c.

INGOT TIN—The London and New York markets are steady. In small lots the ruling price is 35c.

LEAD—The situation is firm, and prices show an advance of 10c. Stocks are light. The base is now \$4 75.

LEAD PIPE—The demand is moderate.

We quote: 7c. for ordinary and 7 $\frac{1}{2}$ c. for composition waste, with 15 per cent. off.

IRON PIPE—Prices have been recast this week, some sizes being higher, some lower. Galvanized has been advanced. We quote as follows: Black pipe, $\frac{1}{4}$, \$2.80 per 100 ft.; $\frac{3}{8}$, \$2.80; $\frac{1}{2}$, \$2.80; $\frac{3}{4}$, \$3.05; 1-in., \$4.35; 1 $\frac{1}{4}$, \$5.95; 1 $\frac{1}{2}$, \$7.10; 2-in., \$9.45. Galvanized, $\frac{1}{2}$, \$4.90; $\frac{3}{4}$, \$5.40; 1-in., \$7.35; 1 $\frac{1}{4}$, \$9.75; 1 $\frac{1}{2}$, \$11.70; 2-in., \$15.75.

TIN PLATES—The market is unchanged. We quote: Coke, \$4.50; charcoal, \$4.75.

CANADA PLATE—Full polished have been advanced 25c. We quote: 52's, \$2.90; 60's, \$3; 75's, \$3.10; full polished, \$3.75, and galvanized, \$4.60.

TOOL STEEL—Business is of moderate proportions. Black Diamond, 8c.; Jessop's, 12c.

STEEL—The market shows no change. We quote as follows: Sleighshoe, \$2.00; tire, \$2.10; spring, \$3.10; machinery, \$3.25, and toe calk, \$2.75.

TERNE PLATE—Terne plates have been in active inquiry at unchanged prices. We still quote \$8.50.

SWEDISH IRON—Unchanged at \$4.25.

COIL CHAIN—There is not a great deal doing. Prices are unchanged. We quote: No. 6, 11 $\frac{1}{2}$ c.; No. 5, 10c.; No.

4, 9 $\frac{1}{2}$ c.; No. 3, 9c.; $\frac{1}{4}$ -inch, 7 $\frac{1}{2}$ c. per lb.; 5-16, \$4.60; 5-16 exact, \$5.10; $\frac{3}{8}$, \$4.20; 7-16, \$4.00; $\frac{1}{2}$, \$3.75; 9-16, \$3.65; $\frac{5}{8}$, \$3.35; $\frac{3}{4}$, \$3.25; $\frac{7}{8}$, \$3.20; 1-in., \$3.15.

SHEET ZINC—Trade remains in about the same position. The price is still 6 $\frac{1}{4}$ to 6 $\frac{1}{2}$ c.

ANTIMONY—Unchanged at 10 $\frac{1}{2}$ c.

GLASS.

The fall demand for glass has been good. The expected advance in prices has not occurred, although the market is firm. We quote as follow: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

The steady advance in turpentine at the points of production has induced dealers to mark up this item 2c. per gal. We now quote single barrels at 61c., with the market firm. The local market has not responded to the advance made in Ontario last week in linseed oil, so that figures remain as last quoted, but, as these prices are lower than the present import cost, an advance may be looked for any day. The movement of paints and colors, generally, has been steadily improving, and an average fall business is looked for. White

lead may still be bought at \$6.50, but primary markets are still at the highest point. In red lead, there has been an active demand coming upon a bare market; the lowest price for casks now is \$5.25, an advance of 15c. We quote:

WHITE LEAD—Best brands, Government standard, \$6.50; No. 1, \$6.12½; No. 2, \$5.75; No. 3, \$5.37½, and No. 4, \$5, all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.25; in kegs, \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 80c.; boiled, 83c., five to nine barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 61c.; two to four barrels, 60c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¾ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

PETROLEUM.

Prices of oil remain unchanged. Good shipments continue to be made. We quote as follows: "Silver Star," 15 to 16c.; "Imperial Acme," 16½ to 17½c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

There is a continued steady feeling in the market for green hides. Dealers are paying butchers 8c. for No. 1. The quality of hides now coming in is first-class. Lambskins have advanced 5 cents. We quote as follows: Beef hides, No. 1, 8c.; No. 2, 7c.; calfskins, No. 1, 8c.; No. 2, 6c.; lamb-skins, 70c. to 75c. each.

MONTREAL NOTES.

Peterboro' locks have declined 16 2-3 per cent.

The discount list of bolts has been recast this week.

It is claimed there is no barb wire in stock in the city.

Mr. H. W. Aird, treasurer of the Canada Paint Co., has just returned from a three weeks' business visit to Winnipeg.

OUR

Metallic Ceilings and Walls

are the ideal finish for all kinds of buildings, because they combine beauty and utility.

We make an almost countless assortment of artistic designs—the plates fitting accurately—the joints imperceptible—and the pattern continuous in perfect precision throughout.

The hygienic superiority—fireproof protection—handsome effects and moderate cost appeal to all progressive people.



Sample Design, No. 420.

Our Catalogue and Price List are at Your Service.

METALLIC ROOFING CO., Limited KING and DUFFERIN STREETS, **Toronto.**
Wholesale Manufacturers.

ONTARIO MARKETS.

TORONTO, October 19, 1900.

HARDWARE.

THE past week has not been an eventful one in the wholesale hardware trade.

The volume of business is keeping up well, although the orders are individually small. Orders for wire nails are not large, but there is an improvement in the demand and inquiries among the makers elicit the fact that they are all well employed. In cut nails, although the business is still small, a slightly better demand appears to be experienced. Horseshoes and horse nails are both meeting with a good demand. Fence wires are still only moving in small quantities, with orders few. In sporting goods and cutlery business continues active. Enameled ware is only in moderate request, but winter specialties are going out briskly. The screw trade keeps up well; there have been a few changes in prices during the week, but not as many as last week. The most important change is a decline of over 14 per cent. in some lines of bolts. The Canadian jobbers have been notified by the manufacturers of ammunition in the United States that the rebate hitherto allowed has been withdrawn.

BARB WIRE—Trade is still only light in this line. We quote \$3 from stock, and f.o.b. Cleveland, \$2.85, in carlots, and \$2.95 in less than carlots.

GALVANIZED WIRE—There is still scarcely anything doing in this line. From stock, Toronto, we quote: No. 5, \$4.42½; Nos. 6, 7 and 8 gauge, \$3.75; No. 9, \$2.90; No. 10, \$3.90; No. 11, \$4.95; No. 12, \$3.15; No. 13, \$3.25; No. 14, \$4.30; No. 15, \$4.90; No. 16, \$5.05. The f.o.b.

price Cleveland for Nos. 6 to 9 base is \$2.70 in less than carloads, and \$2.60 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—There is very little being done in oiled and annealed wire, and the demand is only small in hay-baling wire. The base price is unchanged at \$2.80.

WIRE NAILS—A great many orders are being received, but no carload lots are wanted. The manufacturers, however, are being kept well employed. This is learned from a special inquiry among them. The base price is unchanged at \$2.85 per keg in less than carlots and \$2.75 in carlots.

CUT NAILS—A few cut nails are going out and the demand is, if anything, a little better than it was a week ago. We still quote the base price \$2.35 per keg.

HORSE SHOES—Business in this line is brisk with price unchanged. We quote as follows, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

HORSE NAILS—The demand is also good for horse nails, although the quantities wanted are not large. Discount, 50 per cent. on standard oval head and 50 and 10 per cent. on Acadia.

SCREWS—There has been no change in the situation, business continuing good and prices as before. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per

cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—In sympathy with the unsettled condition of the market in the United States, there has been quite a decline in the price of bolts and nuts, prices in some instances being over 14 per cent. lower than a week ago. We quote as follows: Carriage bolts (Norway), full square, 70 per cent.; carriage bolts, full square, 70 per cent.; common carriage bolts, all sizes, 65 per cent.; machine bolts, all sizes, 65 per cent.; coach screws, 75 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 65 per cent.; bolt ends, 65 per cent.; nuts, square, 4½c. off; nuts, hexagon, 4¾c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.

RIVETS AND BURRS—Business is being fairly well maintained in this line. Discount, 60 and 10 per cent. on iron rivets; iron burrs, 55 per cent.; copper rivets and burrs, 35 and 5 per cent.

WINTER SPECIALTIES—For such lines as stoveboards, coal hods, elbows, stovepipes, oil cans, crosscut saws, axes, etc., a good, brisk business is being experienced.

PICTURE WIRE—The new list on wire picture cord, referred to last week as having been issued by the manufacturers in the United States, is printed in full in another column. There seems to be a general desire for a uniform list.

ROPE—Trade keeps fairly good in rope, the demand for small lots being steady. Prices are without change. The base price of sisal is 8½c., and for manila 12½c. per lb.

COTTON TWINE—The demand keeps fairly good, and prices well maintained at the recent advance of 1½ to 2c. per lb. Local jobbers are quoting wrapping cotton twine at 22 to 26c. per lb.

SPADES, SHOVELS AND SCOOPS—A fairly good trade is being done in scoops, and an odd order or so is being received for spades and shovels. Discount 40 and 5 per cent.

SPORTING GOODS—The active business noted in recent previous issues is being well maintained, quite a lot of ammunition, guns and rifles going out. As noted elsewhere, the price of ammunition has been advanced by the manufacturers in the United States.

ENAMELED WARE—Business in this line is not as brisk as it was, the turnover at present being small.

STOVES AND FURNACES—Business in stoves and furnaces is still decidedly brisk, the manufacturers being taxed to keep up with the demand.

BUILDING PAPER—Jobbers report that building paper is going out as fast as they can get it in.

WRINGERS—There is a good demand from all quarters at present for wringers.

SLEIGH BELLS—These are beginning to go out pretty well this week.

SKATES—The early orders for skates are being shipped. The cooler weather we have had during the past few days is giving the wholesale men some hope that the season will open a little earlier than it did last year.

CEMENT—The demand is keeping up excellently. Prices are steady. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The feature in the metal trade this week is probably the easy feeling in tin, prices both at home and abroad having declined. For this time of the year a fairly good business is being done in metals.

PIG IRON—Trade in this line is only light and prices are easy.

BAR IRON—Trade in bar iron keeps fairly good, and prices are fairly steady at quotations. We quote the base price at \$1.65 to \$1.70.

STEEL—Trade in steel keeps up well. We quote: Hoop steel, \$3.25; sleigh shoe steel, \$1.90; tire steel, \$1.90; toe calk steel, \$3.20, and Firth's special cast steel, 12c. per lb.

PIG TIN—Trade during the past week has been quiet. On account of the decline in London and New York buyers have naturally held off. Local quotations are 1c. lower than a week ago at 34 to 35c. per lb.

TIN PLATES—Business has improved during the week, and may now be termed fairly good. Prices are without change.

TINNED SHEETS—There has been a better demand for tinned sheets. We quote 28 gauge at 9 to 9½c. per lb.

TERNE PLATES—These are still quiet, with prices unchanged at \$9 for 20 to 28 gauge.

BLACK SHEETS—The demand is keeping up fairly well in a moderate way. We quote the base price at \$3.40 per 100 lb.

GALVANIZED SHEETS—An active business continues to be done in this line both in large and small lots. We quote English at \$4.85, and American at \$4.50.

CANADA PLATES—The colder weather has stimulated business and shipments are being freely made this week. We quote all dull \$3.15; half polished \$3.25; and all bright \$3.85 to \$4.

IRON PIPE—A good business is being done in iron pipe, both black and galvanized, quite a few large lots having gone out during the past week. We quote as follows: ¼ inch, \$3.30; ⅜ inch, \$3.15;

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery.
6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by
all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and

Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St., BIRMINGHAM.

BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

$\frac{1}{2}$ inch, \$3.10; $\frac{3}{4}$ inch, \$3.35; 1 inch, \$4.80; $1\frac{1}{4}$ inch, \$6.60; $1\frac{1}{2}$ inch, \$7.90; 2 inch, \$10.40; $2\frac{1}{2}$ to 6 inch the discount is 55 on ordinary lots and 55 and 10 on large lots.

LEAD PIPE—The demand has been quite active during the past week, and more so than for some time. We quote 7c. per lb. with discount 15 per cent., f.o.b. Toronto.

PIG LEAD—The demand is good, and prices as before at 5 to $5\frac{1}{4}$ c. per lb.

SOLDER—The demand for solder is not as brisk as it was. We still quote half and half, 21 to 22c.; refined, $20\frac{1}{2}$ to 21c.; wiping, 20 to $20\frac{1}{2}$ c. per lb.

COPPER—There has been rather a better movement during the past week in ingot copper and a good business is still to be noted in sheet copper.

BRASS—Business has improved during the past week and is now fairly good. Discount for rod and sheet, 10 per cent.

ZINC SPelter—Trade in this line has fallen off a little, the volume during the past week having been small. We quote: 6 to $6\frac{1}{4}$ c. per lb.

ZINC SHEET—Trade in this line is keeping up fairly well. We quote: $6\frac{3}{4}$ to 7c. for cask lots, and 7 to $7\frac{3}{4}$ c. for part casks.

ANTIMONY—The improvement noted last week has continued, there now being a fairly good movement in this line. We still quote 11 to $11\frac{1}{2}$ c. per lb.

PAINTS AND OILS.

The demand is not as brisk as during the early part of the month, but is still good for this time of year. The principal movement is in linseed oil and turpentine. The feeling re prices is firm. The price of linseed oil is stiff in sympathy with the strong feeling in Britain, which has caused a big increase in the export of American seed. Turpentine has been erratic in the primary market, but the tendency is upward. There is no change on this market. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.62 $\frac{1}{2}$; No. 1, \$6.25; No. 2, \$5.87 $\frac{1}{2}$; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to $7\frac{1}{2}$ c.

ORANGE MINERAL—Genuine, 8 to $8\frac{1}{4}$ c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

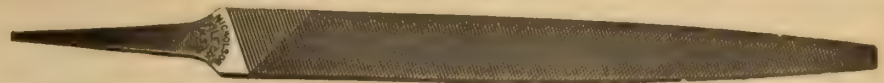
GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; blad-

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETT," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C. 124 Hope Street, Glasgow. 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

GLAZIERS' DIAMONDS

of every description.
Reliable Tools at low prices.



A. SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

ders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No. 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to $10\frac{1}{4}$ c. per lb. and $10\frac{1}{2}$ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 82c.; boiled, 85c.; 5 to 9 barrels, raw, 81c.; boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 61c.; two to four barrels, 60c., to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The movement has kept large and steady all fall. Prices are steady. We quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4.00; double diamond under 26 united inches, \$6, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL.

Prices keep firm. There is a fair movement. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, $12\frac{1}{4}$ c. per lb.; bottoms, $10\frac{1}{4}$ c.; heavy copper, 13c.; coil wire scrap, 13c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, $10\frac{1}{2}$ c.; scrap lead, $2\frac{3}{4}$ c.; zinc, $2\frac{1}{2}$ c.; scrap

rubber, $6\frac{3}{4}$ c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—Prices are unchanged. We quote: Cowhides, No. 1, $7\frac{1}{2}$ c.; No. 2, $6\frac{1}{4}$ c.; No. 3, $5\frac{1}{2}$ c. Steer hides are worth $\frac{1}{4}$ c. more. Cured hides are quoted at 8 to $8\frac{1}{4}$ c.

SKINS—Trade is dull and prices are easy. We quote: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at 55 to 70c.

WOOL—Business is quiet at unchanged prices. We quote for combing fleece, 15 to 16c., and for unwashed, $9\frac{1}{2}$ to 10c.

COAL.

The mining companies have acceded to the strikers' demands in all respects but one comparatively unimportant detail, so it is expected that the resumption of work will take place in the course of a few weeks. The retail price in Toronto is steady at \$6.50 per ton.

PTEROLEUM.

The movement keeps active. Prices are unchanged. We quote as follows: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, $17\frac{1}{2}$ c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

MARKET NOTES.

Bolts and nuts are quoted lower.

Pig tin is quoted 1c. lower than a week ago.

Ammunition has been advanced in price by the manufacturers in the United States.

The name of the Hamilton Motor Co., of Peterborough, Ont., has been changed to "The Colonial Motor Company."

CANADIAN LUMBER IN ENGLAND.

THE arrival of vessels in Great Britain from British North America during September, according to Farnworth & Jardine's wood circular just to hand, aggregated 37,588 tons register, against 29,861 tons during the same month a year ago. The aggregate tonnage during the year up to October 1 was 431,063 tons, against 407,418 tons in 1899 and 399,076 tons in 1898. The following paragraphs explain themselves:

Canadian Woods.—Pine Timber—Of waney there has been a light import, the consumption has been satisfactory, values continue very firm, and stocks are small. Prime wood continues in good request at high prices, and there is little stock in first hands; second-class has also improved in value, but the demand is limited. Square—The arrivals have not been large, but with only a moderate demand stocks are sufficient. Red Pine—There have been no arrivals; the demand is quiet; stocks are not heavy. Oak has been imported in small quantities; there has been rather more inquiry; values rule firm, and the stock of prime wood is low. Elm continues in demand; prices are very high, but stocks are now increasing. Ash—There has been more inquiry for sizeable wood; stocks are light. Pine deals have arrived rather more freely, and there has been fair inquiry; the deliveries have been fairly satisfactory; values are strong, and stocks are reduced to a moderate compass, viz., about 9,000 standards, against 14,200 standards for the corresponding month last year. Red Pine Deals—There is little change to report; prices are steady.

New Brunswick and Nova Scotia Spruce and Pine Deals.—The arrivals during the past month, although showing a marked decline on the previous month, are in excess of September last year, viz., about 15,000 standards, against 12,800 standards, the deliveries, however, have been satisfactory, and values have slightly recovered, but stocks are still too large. Pine Deals—There is more inquiry; prices have improved and the stock is light.

CHANGE IN AN ALMONTE FIRM.

The stock of the firm of Paterson & Thom, general merchants, Almonte, who lately dissolved partnership, has been purchased by Mr. Edward Duffy, who has taken possession. Mr. Thom will continue to assist Mr. Duffy for a time, while Mr. Paterson, it is understood, intends going to the Southern States.

LARGE SALE OF RUBBER GOODS.

Benning & Barsalou, auctioneers, will sell by order of the Canadian Rubber Co., at their warerooms, No. 333 St. Paul street,

Montreal, on Thursday, October 25, over 12,000 cases of rubber boots and shoes, being seconds of this year's production, and first quality goods in stock, which they desire to clear before moving to their new premises. Catalogues will be mailed on application.

RODNEY'S NEW STORE.

Mistele Bros. & Co., general merchants, Rodney, Ont., have moved into their new store, and are being congratulated by customers and friends on its striking appearance. It is finished in sycamore with fine mirrored columns and metallic ceiling. The windows, shelving, etc., are finished in the most up-to-date manner, giving it that bright, attractive appearance which is a feature of the truly modern store.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATION WANTED.

CANADIAN MANUFACTURERS' AGENT, who had great success at the World's Fair, wishes to represent Canadian firm at the Pan-American Exposition, Buffalo, 1901. Write for full particulars. H. J. DALE, Gore's Landing, Ont. (42)

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 220½ Board of Trade, MONTREAL.

TACKS, CUT NAILS, WIRE NAILS, HORSE SHOES, HORSE NAILS, SPIKES, BOLTS, NUTS, ETC.

SPECIALTIES — "C" Brand Horse Nails — Canada Horse Nail Co.
"BRASSITE" GOODS — Gunn Castor Co., Limited, Birmingham, Eng.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

THE CANADA PAINT COMPANY LIMITED**SOLE MAKERS**

Canada Paint Company's "Decorators' Pure" White Lead, specially prepared for first-class Decorators' work, inside or outside, of fine texture, and good body.

THE CANADA PAINT COMPANY LIMITED**SOLE MAKERS IN CANADA**

Elephant "Genuine" White Lead. The highest grade of Dry White Lead is used exclusively for this famous brand—very durable.

THE CANADA PAINT COMPANY LIMITED**SOLE MAKERS**

White Cross Brand of Permanent White. A snowy white paint of great covering power. A growing favorite with painters.

THE CANADA PAINT COMPANY LIMITED**SOLE MAKERS**

Diamond Graphite and 93 per cent. Magnetic Oxide. The great paints for iron bridge, and construction work.

THE CANADA PAINT COMPANY LIMITED**SOLE MAKERS**

The "Amberite" Varnishes in sealed cans. Made and tested by expert workmen. Ample stock in Toronto and Montreal.

THE CANADA PAINT COMPANY LIMITED**SOLE MAKERS**

of the most popular and ready selling brands of Liquid Paints in Canada. We give the best value.

THE CANADA PAINT COMPANY LIMITED**NO OTHER MAKERS**

in this or any other country possess equal facilities for giving the hardware merchant his paint supplies at first hands.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.

"BRASSITE"

TRADE MARK

SAVE MONEY BY BUYING

Gunn's Patent
Brassite Goods

Equal in quality to brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

Please take note of our new Trade Mark

THE GUNN CASTOR CO., Limited.
KNOX HENRY,

Canadian Agent, 220 Board of Trade MONTREAL.

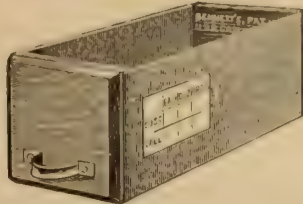


Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon

WRITE FOR NEW PRICE LIST ON

**BENNETT'S SHELF BOXES.**

Our box, with ash front, hard-oil-finished, with polished brass pull, is so cheap that it will not pay you to make your own shelf-boxes when you can get this up-to-date box at such low prices.

J. S. BENNETT, Patentee and
Manufacturer,

20 Sheridan Ave.

TORONTO

N.B.—Don't forget we make boxes to suit your
present shelving.

THE ...

Waggoner
Extension Ladder.

The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.

**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
**CONTRACT-
RECORD.**

TORONTO
will bring you
tenders from the
best contractors

**CHRISTMAS SILVERWARE.**

Our line is very complete. Write for catalogues or wait until our traveller has called on you before placing your order. Bear in mind that we are not in the Trust or members of any Silverware Association or Combine.



No. 0174, Bread Plate.

No. 102, Cake Plate.

No. 0173, Bread Plate.

THE TORONTO SILVER PLATE CO., LIMITED, Silversmiths and manufacturers of Electro Silver Plate. Factories and salesrooms in Canada.
E. G. GOODERHAM, Managing Director.

WALL PAPER

DO YOU SELL IT AND WANT TO
INCREASE SALE AND PROFIT

?

TRUST **WATSON, FOSTER** GOODS
TO EFFECT BOTH.

ALL DEALERS HAVE PROVED
THIS—WHO KNOW US—IF YOU
DON'T, ADVISE US AND WE WILL
SEND A MAN TO YOU—WITH
SAMPLES.

OUR THREE STRONG POINTS ARE
EQUIPMENT
SUCCESSFUL PATTERNS
COLORS MIXED WITH BRAINS.

THE **WATSON, FOSTER CO.**
LIMITED
MONTREAL.

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from
Canadian Office:

6 St. Sacrament St., MONTREAL

F. A. YORK, Manager.

LANTERN GLOBES

COLD BLAST.



Best Quality.

Fit Any Lantern.

1, 3 AND 6 DOZ. IN A CASE.

E. T. WRIGHT & CO.
HAMILTON, ONT.



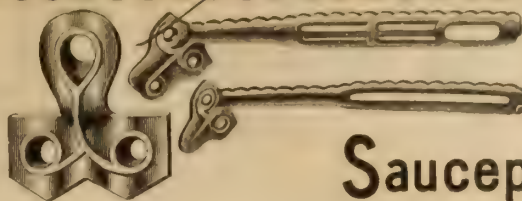
"JARDINE"

TIRE UPSETTERS
WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.



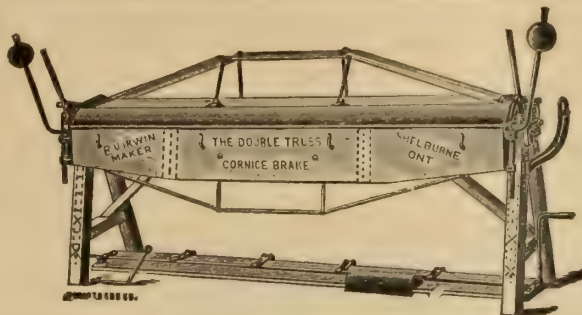
Pail Ears

AND

Saucepan Handles.

Neatest designs, greatest strength and finest finish of any made. Large stock of all sizes constantly on hand, and all orders filled promptly. By the gross, package, or in bulk, as desired. SEND FOR CATALOGUE.

BERGER BROS. CO., - Philadelphia.



This eight-foot Brake bends 22-gauge iron and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELBURNE, ONT.

The Latest and Best.

H. & R. Automatic Ejecting
Single Gun.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Model
1900.



Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.
Descriptive Catalogue on request.

STEVENS FINE TOOLS

We make a perfect line
of

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also a valuable hand-book of information for mechanics and people interested in such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.



HUTCHISON, SHURLY & DERRETT

DOVERCOURT
TWINE MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared to furnish the best made goods in the market at closest prices and make prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HEATING AND PLUMBING

COST OF HEATING FROM STREET SYSTEM.

IN discussing the franchise granted by the city council of Indianapolis, Ind., to a company to lay pipes in the street for circulating hot water for supplying customers, The News of that city gives the following details regarding a franchise for similar purposes in operation at Mattoon, Ill. :

"It was stipulated in the franchise that the company should not charge to consumers over the following maximum rate for service : Fifteen cents per thousand watts for light and power, and 20c. per year per square foot of radiation up to 250 feet ; $16\frac{1}{2}$ c. per square foot between 250 and 500 square feet ; 15c. per square foot for 500 square feet or more, for heat.

"The city council also reserved the power to grant the right in the streets and for the erection, maintenance and use of the necessary poles, posts and wires, for the laying, maintenance and use of pipes and mains of any other person, persons, company or corporation for a similar or other purposes, and the granting of similar rights to any other person, persons, company or corporation.

"The cost of equipping buildings with the necessary piping, radiators and connections for hot water is about four times the cost for heat, or about 50c. a foot. This makes the cost of equipping a cottage, for instance, of seven rooms, nearly \$200, including all the piping, radiators and connections with the mains, all ready to be heated. The heat for the house mentioned is furnished for \$41.25 a year, and \$5 additional a year is charged for the heating of a large tank for the purpose of furnishing hot water for kitchen and bathroom use, this tank being kept hot the year round. The cost of heating is based largely on the condition of the building to be heated, the number of windows, doors and other openings, all taken into consideration when the estimate is made.

"The contract of the company with the individual reads to this effect : 'The time for which the heat is to be furnished to a subscriber is five years or over, no contract being made for a shorter period, and that the building to be heated shall be kept at a comfortable temperature, not less than 70 degrees F., at all periods of the year.' The company contract to put in enough radiation and keep the temperature at a certain

point, and, according to the contract, if the temperature is not as it should be, the company is compelled either to furnish more radiation gratis or manage in some way to keep the water at a temperature that will heat the house.

"In many cases the company failed to furnish enough radiation, with the consequence that the temperature was not kept at 70 degrees. The company furnished additional radiation free of charge, besides rebating on the price to be charged for heating.

"The contract of the company provides also that the payment for heating service shall be made at the end of each quarter's service. The plant in Mattoon has been enlarged three times since the organization of the company. That is, additional boilers and heaters, etc., have been put in operation to meet the increased subscription. At present there are hundreds of stores and houses comfortably heated and lighted. Many miles of mains have been laid. The company are incorporated for \$52,000. No dividends have been paid on any stock, all the profits, which have been large, having been applied to enlarging and improving the plant."

HUNTING FOR LEAKS.

A FRIEND of ours, says Ironmonger, has recently erected a small non-automatic acetylene installation in which the gas is finally stored in a rising holder. When the plant was put together it was carefully tested for leaks. To effect this the holder was filled with air up to a certain mark, loaded with as many weights as possible short of making the seal overflow—they gave a pressure of some 6 inches of water—connected up with the generator and service, and allowed to rest for 24 hours. The result appeared satisfactory, for the holder did not fall appreciably. The air was then run off and the apparatus charged with carbide. Some of the gas was burnt at a pressure of 2 inches, and the residue was left in the holder over night. On examining the plant next morning the holder was seen to have fallen considerably ; so, puzzled as he was, our friend started to hunt for a fresh leak with soap and water. He hunted for some time without finding anything, and finally he discovered that the whole mystery was due to a little of the acetylene having dissolved in the clean water of the holder-seal—the Snark was a Boojum after all. At ordinary temperatures

water dissolves about its own volume of acetylene, while air is much less soluble ; therefore, until at least the upper layers of water in the tank are saturated the store of gas will continue to disappear slowly.

It should also be remembered that the method of seeking for a leak by watching the holder is somewhat untrustworthy. The volume of a certain quantity of any gas depends upon the height of the thermometer and barometer ; if the temperature and pressure were the same to-day as yesterday, an untouched holder of acetylene having its seal of water or brine saturated with the gas should stand in precisely the same position, but, if the former fell or the latter rose, the volume would diminish. If both thermometer and barometer rose (or fell), one effect might neutralize the other, and so on. Therefore, the only way to measure accurately the amount of gas in a holder is to observe its apparent volume and the height of the barometer and thermometer simultaneously, then making the necessary correction by the aid of such lists of tabular numbers as are printed in most gasmakers' handbooks.

A UNIQUE USE FOR ACETYLENE.

Visitors to Niagara Falls during the summer have witnessed a novel use of acetylene gas, but perhaps, says an exchange, all of them did not recognize the novelty and may have thought they were looking upon an incandescent electric light effect. The manner in which the acetylene gas was used was for the illumination of a big sign reading : "Maid of the Mist." This was located at the water's edge near the steamer dock on the Canadian side of the river. The sign has a length of 80 ft. The large letters are 6 ft. high, and the small ones 4 ft. high. In the construction of the sign 120 $\frac{1}{4}$ -ft burners were used, and each burner is covered by a red glass globe. The generator used in connection with this novel sign stands 100 yards back in a small building, and is known as a 150-light machine. The whole outfit cost about \$300, and the illumination of the sign cost about 25 to 27c. per hour. The sign was built after designs supplied by Capt. Carter of the Maid of the Mist.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to James D. Young, for a brick dwelling at 329 and 331 Markham street, \$5,000; to the Canada Permanent Loan and Savings



**HOT WATER
INSTANTLY,
NIGHT OR DAY.**
Boiling Water
in a Minute.
Hot Bath When Wanted

**EWART'S
"LIGHTNING"
GEYSER**

FOR GAS OR OIL.

346 EUSTON ROAD,
LONDON, ENGLAND.
Illustrated Price List Free



HEATING GOODS

Cast Iron Fittings and
Appliances.

Manifolds made.

Steam Traps,
Thermometers, etc.

The JAS. MORRISON BRASS MFG.
CO., Limited
... TORONTO.

*Standard Paint & Varnish Works.
Limited
Makers of High Grade
Varnishes, Lacquers,
Paints, Colors & Enamels.
Windsor, Ont.*

Portland Cements

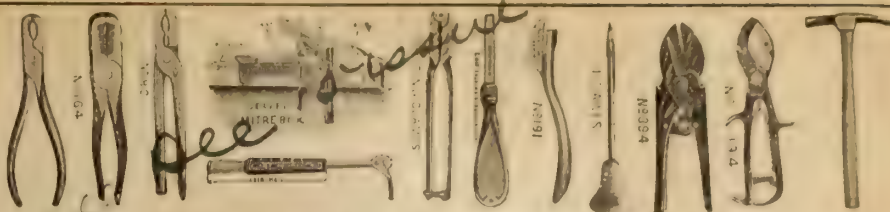
BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.
Also Razors, Stropps, Glass Cutters, Etc.

Write for new Catalogue.

Hardwood CHARCOAL in Bulk or Sacks. WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by..

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls,
Deseronto.

Gooderham Building, TORONTO

DIAMOND EXTENSION STOVE BACK

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

They are easily
adjusted and
fitted to a stove
by any one.

Please your
customers by
supplying them
immediately
with what
they want.



Sold by
Jobbers
of ...

Hardware
Tinware
and
Stoves.

EXTENDED.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" A. R. WOODYATT & CO., Guelph, Ontario.

LEADER CHURN

New Century Improvements.

FOUR DIFFERENT STYLES:

- A - Steel Frame with double reversible Steel Lever.
- B - Wood Frame with double reversible Steel Lever.
- C - Steel Frame with Crank.
- D - Wood Frame with Crank.

Styles A and B may be operated from a sitting
or standing position.

Steel Frames and Hoops beautifully ALUMINIZED.
ALL LEADER CHURNS are equipped with BICYCLE BALL
BEARINGS and PATENTED CREAM BREAKERS.
Stands are so constructed that they are particularly strong
and rigid, and there is nothing to interfere with the
placing of pail in the most convenient position for drain-
ing off buttermilk.

It Pays to Have the Best. None are Better Than the Leader.

THE
DOWSWELL Manufacturing Co.

Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son, Montreal, Que.



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for
the Preston make of Stick.

Write for Prices.

Co., for rebuilding The Toronto Plate Glass Co.'s warehouse at 135 Victoria street, destroyed by fire, \$4,000; to The Wm. Davies Co., for brick addition to office at 521 Front street east, \$4,200; to Hobson Dunkley, two-storey brick residence, 120 Lansdowne avenue, \$2,000; to Mrs. Margaret Dunkley, two-storey brick dwelling, 148 Lansdowne avenue, \$1,600; to J. H. & E. P. Pearson, brick dwelling and store, 2 and 4 Louisa street, \$1,800; to J. M. Kelgore, two-storey brick dwelling, 33 and 35 Cowan avenue, \$4,000; to The Wm. Davies Co., two-storey brick stable and a one-storey wagon shed, Eastern avenue and Water street, \$16,000; to F. B. Poucher, pair two-storey brick dwellings, Huxley street, \$5,000.

The following building permits were issued in Ottawa: William McEvela, on behalf of The Ottawa Dairy Co., brick stables, Cooper street, \$4,000; Thomas McClory, double brick dwelling, Duke street, \$1,700; Robert Carpenter, three solid brick dwellings, Albert street south, \$4,500.

SOME BUILDING NOTES.

Wm. Lee and Ed. Acheson are building residences in Goderich, Ont.

Plans have been received for a new G.T.R. station at Gananoque, Ont.

The Lutherans of Bentinck, Ont., intend erecting a new church next summer.

Plans are asked for by St. George Jellett, for a 10 room school in Edmonton, N.W.T.

The Roman Catholics of Manotick, Ont., are talking of building a church in that village.

J. P. Jaffray, chairman manufacturers' committee, Galt, Ont., is asking for tenders for the construction of a factory in that town.

W. T. Sampson and E. L. Atkinson, Gananoque, Ont., have let contracts for modern summer cottages to be built before June 1, next.

The finance committee of St. Matthew's Church, Ottawa, have decided to build a new Sunday-school hall sufficient to seat 350 people.

The foundation for the eight-storey Merchants Bank block in Winnipeg, will be completed this fall. A large force of men are now at work on the excavation.

On Tuesday, the ratepayers of Kingston, Ont., approved by a vote of 802 to 258 the granting of \$50,000 towards the erection of a new arts and science building for Queen's University. Principal Grant says that some \$150,000 will be spent in the next two years in building, apparatus, etc., so that from 1,000 to 1,200 students can be accommodated.

INCREASE THE HEATING SURFACE OF THE COIL IN FURNACE.

This communication appeared in the last issue of the Plumbers' Trade Journal:

"I am after a little information. Some three winters ago I placed a 100 ft. radiator in a dining-room where heat from register was not sufficient. From radiator on first floor to hot-air furnace in cellar is 40 ft. I used 1½-in. pipe from radiator to return bend in furnace pot and back to radiator (no valves), 1½-in. throughout. I placed under the set bend in fire pot a natural gas pipe burner. In addition to this, hard coal fire was used in furnace grate in extreme weather. About 8 in. fall in pipe line of 40 ft. each. About midway the cold water line has 1½ x ½-in. T. This ½-in. feed connects with bathroom tank on upper floor, connecting at bottom of tank and extending to top of tank. I would like to increase the heat of radiator.

"It is difficult to increase, being of rib bend in the furnace bowl. I had thought of extending a pipe from a T in return bend and resting it on the grate bars. It would be a dead end, but it would heat water fast. The trouble is, the furnace openings are difficult to work through. Any suggestions will be appreciated, and have been."

The reply given to the above was as follows: "The best way to increase the temperature of your radiator is to increase the amount of heating surface of the coil in the furnace; or to intensify the application of heat to that surface already installed. As we cannot examine the coil now in, we cannot present you with details of the best methods of accomplishing the results we have already quoted; these, no doubt, you know yourself. But we will suggest that you examine the coil carefully and see that it is not being cooled off by a draft of cold air plying upon it; or, indeed, by a draft of too much air coming in contact with the natural gas flame as it heats the pipe."

PLUMBING AND HEATING NOTES.

Thompson & Livock are starting as plumbers, heating contractors and hardware dealers in Ottawa.

The creditors of G. H. Squire, of The Squire Co., plumbers and hardware dealers, Kingston, Ont., meet on October 26, in the office of J. P. Langley, assignee, Toronto. The liabilities are placed at \$15,000; the assets at \$20,000, of which \$15,000 is in stock and \$5,000 in book debts.

PLUMBING AND HEATING CONTRACTS.

A. Dennis has the contract for hot-water heating the military buildings at Fredericton, N.B.

Elliott Bros. have the contract for the

plumbing and gasfitting for a house for John McKay, Kingston.

Purdy, Mansell & Co., Toronto, have the contracts for steam-heating the American House, Sudbury, Ont., and the McIntyre business block, Durham, Ont.

WILLS OF BUSINESS MEN.

THE late William John Thomas, president and manager of the Ontario Brewing and Malting Company, Limited, and of the Davies Brewing and Malting Company, Limited, Toronto, whose death took place on October 4, last, at his residence, 32 River street, left an estate aggregating \$126,908.44. This amount was made up as follows: Promissory notes, \$3,583.26; money secured by mortgages, \$34,080.92; bank stock, \$21,600; cash in bank, \$324.46; real estate, \$6,750; cash due and cash advances, \$60,069.80; steam launch, \$500. Probate of the will has been issued by the Surrogate Court, on the application of the widow, Sarah Ann Thomas, the executrix, and Robert Davies and William Brand, brothers-in-law, the executors.

The executors each receive \$1,000, a sister, wife of Wm. Brand, \$1,000, and the four children of Wm. Brand \$250 each. The widow, Robert Davies and Wm. Brand are appointed trustees of the estate. They are empowered to make such investments as they may deem advisable, and the income goes to the widow for life and after her death to the four children—Robert, S. A., Fidelia, and Susan. When the youngest son becomes of age the capital is to be divided equally among the children.

With regard to the deceased's interest in and advances to the Ontario breweries the trustees are directed to discontinue the advances and realize on the present indebtedness. The interest and advances amount to \$60,069.80. The dead man held 216 shares in the Traders' Bank. The real estate consists of the "Lindsay lot," Queen street east, \$1,500; Concord avenue, 213, 215 and vacant lot, \$2,250; 139 Simcoe street, \$3,000.

GETTING POSTED FOR MANAGER.

A dry goods dealer who does a business of \$1,000,000 a year, and watches every detail himself, said to me as he pointed to a bright young man of 20, says a writer in an exchange: "There is my future manager. He is the only one of all that crowd who cares to read our trade paper, or who wants to know where things come from or how they are made." Only one in all the crowd. That is a pretty severe arraignment of the retail employe, and a correct one, in some cases.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co., - Galt, Ont.

We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

CURRENT MARKET QUOTATIONS.

October 19, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.
Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 34 0 35

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box
I.C., usual sizes \$7 00
I.X., " 8 50
I.X.X., " 10 00

Famous—
I.C. 7 50
I.X. 8 50
I.X.X. 9 50

Haven & Vulture Grades—
I.C., usual sizes 5 00
I.X. 6 00
I.X.X. 7 00
I.X.X.X. 8 00
D.C., 12x17 4 75
D.X. 5 50
D.X.X. 7 50

Coke Plates—Bright
Bessemer Steel—
I.C., usual sizes 4 30
I.C., special sizes, base... 4 50
20x28 8 75

Charcoal Plates—Terne
Dean or J. G. Grade—
I.C., 20x28, 112 sheets 9 00
I.X., Terne Tin 11 00
Cha coal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet box }
14x60 " } 0 07 0 07 1/2
14x65, " }

Tinned Sheets.
72x60 up to 24 gauge. 0 08 0 08 1/2
26 " 0 08 1/2 0 09
28 " 0 09 0 09 1/2

Iron and Steel.
Common Bar, per 100 lbs. 1 65
Refined " 2 05
Horse Shoe Iron 1 95
Hoop steel, 1 1/2 to 3 in. base,
extras for smaller sizes 3 25
Sleigh Shoe Steel " base 1 90
Tire Steel 1 90
Machinery iron finish 2 05
Steel, per lb. 0 00
The Calk Steel 0 21
T. Firth & Co's special cast steel, per lb. 0 22

Boiler Tubes.
1 1/2-inch 0 21 1/2
2 " 0 13 1/2
2 1/2 " 0 16
3 " 0 17 1/2

Steel Boiler Plate.
1/4 inch 2 25
3/16 inch 2 25
3/8 inch and thicker 2 25

Black Sheets.
18 gauge 3 10
20 gauge 3 10
22 to 24 " 3 20
26 " 3 30
28 " 3 40

Canada Plates.
All dull, 52 sheets 3 15
Half polished 3 25
All bright 3 85 1 00

Iron Pipe.

Black pipe—
3/4 inch 3 30
1 " 3 15
1 1/4 " 3 10
1 1/2 " 3 35
2 " 4 80
2 1/2 " 6 60
3 " 7 90
3 1/2 " 10 40
4 " 12 60
4 1/2 inch, discount 55 to 55 and 10 p.c.

Galvanized pipe—
3/4 inch 4 85
1 " 5 40
1 1/4 " 7 75
1 1/2 " 10 45
2 " 12 60
2 1/2 " 16 85

Galvanized Sheets.
G.C. Comet. Amer. Queen's
16 gauge 4 5 4 10
18 to 24 gauge 4 35 4 20 4 35 4 35
26 " 4 60 4 45 4 35 4 60
28 " 4 85 4 70 4 50 4 85

28 gauge American equals 26 gauge English.
Chain.
Proof Coil, 3-16 in., per 100 lb. Head.
1/4 " 7 50 8 00
5/16 " 4 75 5 10
3/8 " 4 25 5 00
7/16 " 4 00 4 25
1/2 " 3 75 4 00
5/8 " 3 50 3 80
3/4 " 3 25 3 50

Halter, kennel and post chains, 49 and 50 p.c.
Cow tier 40 p.c.
Stall fixtures 35 p.c.
Trace chain 39 and 10 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.
Ingot
English B.S., ton lots 0 19 0 20
Lake Superior
Bolt or Bar
Cut lengths round, 1/2 to 3/4 in. 0 23 1/2 0 25
round and square 0 23 1/2 0 25
1 to 2 inches 0 23 1/2 0 25

Sheet.
Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 23 0 23 1/2
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 23 0 23 1/2
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.
Tinned copper sheets 0 26
Planished 0 32

Braziers (In sheets.)
4 oz. 25 to 30 lbs. ea., per lb. 0 25 1/2
35 to 45 " 0 24 1/2
50-lb. and above, " 0 23 1/2

Boiler and T. K. Pitte.
Plain Tinned, per lb. 0 28
Spun, per lb. 0 32

Brass.
Rod and Sheet, 14 to 30 gauge, 10 percent. 0 24 0 25
Sheets, hard-rolled, 2x4 0 24 0 25
Tubing, base, per lb. 0 24 0 25

Zinc Spelter
Foreign, per lb. 0 06 0 06 1/2
Domestic
5 cwt. casks 6 75 7 00
Part casks 7 00 7 50

Zinc Sheet.
Imported Pig, per lb. 0 05
Bar, 1 lb. 0 06 1/2
Sheets, 2 1/2 lbs. sq. ft., by roll. 0 05 1/2
Sheets, 3 to 6 lbs., " 0 05 1/2

NOTE.—Cut sheets 1/2 cent per lb. extra Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7 1/2 cents.

Shot.
Common, \$8.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and bal., \$7.50. Discount, 7 1/2 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.
Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder. Per lb. Per lb.
Bar half-and-half 0 21 0 22
Refined 0 20 1/2 0 21
Wiping 0 20 0 20 1/2

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.
Cookson's, per lb. 0 11 0 11 1/2

White Lead. Per cwt.
Pure 6 62 1/2
No. 1 do 6 25
No. 2 do 5 87 1/2
No. 3 do 5 0
No. 4 do 5 12 1/2
Munro's Select Flake White 7 12 1/2
Elephant and Decorators' Pure 6 87 1/2

Red Lead.
Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.
Elephant Snow White 0 08 0 09
Pure White Zinc 0 08 0 09
No. 1 0 06 0 07 1/2
No. 2 0 05 0 06 1/2

Dry White Lead.
Pure, casks 5 75
Pure, kegs 6 25
No. 1, casks 5 50
No. 1, kegs 6 00

Prepared Paints.
In 1/2, 1 and 1 gallon tins.
Pure, per gallon 1 20
Second qualities, per gallon 1 00
Barn (in bbls.) 0 75
The Sherwin-Williams Paints 1 35
Canada Paint Co's Pure 1 20
Sanderson Peary's Pure 1 20
Stewart & Wood's Champion Pure 1 20

Colors in Oil.
25 lb. tins, Standard Quality.
Venetian Red, per lb. 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 08
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.
Yellow Ochre (J.C.) bbls. 1 55 1 40
Yellow Ochre (J.F.L.S.) bbls. 2 75 2 15
Yellow Ochre (Royal) 1 10 1 15
Brussels Ochre 2 00 2 00
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 2 00
Canadian Oxides, per cwt. 1 75 2 00
Super Magnetic Oxides, 93 p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10 0 10
do Raw 0 09 0 09
Drop Black, pure 0 18 0 18
Chrome Yellows, pure 0 12 0 12
Chrome Greens, pure, per lb. 0 03 1/2 0 03 1/2
Golden Ochre 0 03 1/2 0 03 1/2

Ultramarine Blue in 28-lb boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar Color, per 100 lb. 1 25
English Vermilion 0 80
Pure Indian Red, No. 45, lb. 0 80
Whiting, per 100 lb. 0 95

Blue Stone.
Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 08

Putty.
Bulk in bbls. 1 95
Bulk in less quantity 2 10
Bladders in bbls. 2 10
Bladders in kegs, boxes or loose 2 25
Bladders in 25-lb. tins 2 35
Bladders in 12 1/2-lb. tins 2 60
Bladders in 1 lb. tins, less than 100 lb. 2 80

Varnishes.
(In 5-gal. lots.) Per gal.
Carriage, No. 1 2 90 3 30
" body 8 00 9 00
" rubbing 4 00 5 00
Gold Size, Japan 3 00 3 40
Brown Japan 2 40 2 80
Elastic Oak 2 90 3 30
Furniture, extra 2 40 2 80
No. 1 1 60 2 00
Hard Oil Finish 2 70 3 10
Light Oil Finish 3 20 3 60
Demar. 3 30 3 70
Shellac, white 4 40 4 80
" orange 4 00 4 40
Furniture Brown Japan 1 40 2 00
Black Japan 2 40 2 80
No. 1 1 60 2 00

The Imperial Varnish & Color Co's., Limited
Elastilite Varnish
1 gal. can, each \$2.00.

Granatine Floor Finish, per gal. \$2.00.

Maple Leaf Coach Enamel. Size 1, 100 lb. Size 2, 35 lb. Size 3, 20 lb. each

Linseed Oil. Raw. Boiled.
1 to 4 bbls delivered \$0 80 \$0 85
5 to 9 bbls " \$1 \$1 10
Toronto, Hamilton, London and Guelph 2c. less.

Turpentine.
Sin le barrel, freight allowed 0 60
2 to 4 barrels 0 19

Castor Oil.
East India, in cases, per lb. 0 10 0 10
small lots 0 11 0 11
Cod Oil, Etc.
Cod Oil, per gal. 0 50 0 55
Pure Olive 1 20
Neatsfoot
Glue.
Common 0 08 0 08
French Medal 0 10 0 11
Cabinet, sheet 0 12 0 13
White, extra 0 15 0 19
Galatine 0 25 0 30
Strip 0 20 0 20
Coopers 0 19 0 20
Hutner 0 18 0 18

ONE QUART EVASULITE VARNISH FOR INTERIOR OR EXTERIOR

THE IMPERIAL VARNISH & COLOR CO. LIMITED
TORONTO, CANADA

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

HARDWARE.**Ammunition.**

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B. B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.
Brass-shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/2-lb bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 53
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 1 60
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb. 10 0 12 1/2
Anvil and Vise combined 4 50
Wilkinson & Co's Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co's Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33 1/2 per cent.
Hunters Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, " 13 00 15 00
Zinc, 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Bath Tubs.

Standard Enamelled.
5 1/2-inch rolled rim, 1st quality, 30 0
" 2nd, 22 00

Anti-Friction Metal.

"Tandem" A, per lb. 0 27
" B, " 0 21
" C, " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25

SYRACUSE SMELTING WORKS

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 68 1/2 per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargent's, 5 50 8 00
"Peterboro", discount 27 1/2 per cent.

Farm.

American, each, 1 25 3 00
House, 0 35 0 40

Bellows.

Hand, per doz., 3 35 4 75
Moulders, per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.

Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.

Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.
Clark's, 40 per cent.

Expansive.

Gimlet, 0 65 0 90
Clark's, per doz., 1 00 1 50
Diamond, Shell, per doz., 2 25 5 20
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12
Bolts and Nuts, Per cent.

Machine Bolts.

Norway Bolts, full square, 65
Common Carriage Bolts, full square, 65
" 5-16 and under, 65
" 3/8 and larger, 55

Machine Bolts.

Machine Bolts, all sizes, 60
Coach Screws, 70
Sleigh Shoe Bolts, 75
Blank Bolts, 60
Bolt Ends, 65
Nuts, square, 40
Nuts, hexagon, 4 1/2 c. off

Tire Bolts.

Tire Bolts, 67 1/2
Store Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 6 c.
Plough Bolts, 55

Root Calks.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8.

Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 45 00

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Buts.

Wrought Brass, net revised list
Cast Iron, 60 per cent.
Wrought Steel, 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed.

Gen. Bronzed, per pair, 0 40 0 65
American, per doz., 1 00 1 50
Bellard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 33, per gross, 50 9 50
Cement, 2 80 3 00
English, 3 00
Belgian, 2 75 3 00
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters, Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.

Discounts: Delivered from factories, 18 p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern, 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00
Oil, per doz., 0 88 1 60
Coil, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.
Millar's Falls, per doz. net list.

DRILL BITS.

Morse, is. 37 1/2 to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.
No. 2, per doz., 1 60
Bright, 20c. per doz. extra.

ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80
No. 2, per doz., 1 60

ESCUTCHEONS.

Discount, 27 1/2 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES.

Black Diamond, 50 and 10 to 60 per cent.
Kearney & Fote, 60 and 10 p. c. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.

Hay, manure, etc., dis. 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size United Star D. Diamond
Inches. 50 ft. 100 ft. 50 ft. 100 ft.

Under 26, 2 10 4 00 6 00
26 to 40, 2 30 4 35 6 65
41 to 50, 4 75 7 25
51 to 60, 5 00 8 50
61 to 70, 5 35 9 25
71 to 80, 5 75 10 50
81 to 85, 5 00 11 75
86 to 90, 5 00 11 75
91 to 95, 5 00 11 75
96 to 100, 5 00 11 75
101 to 105, 5 00 11 75
106 to 110, 5 00 11 75

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.

Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/8 per gross, 9 00
" 5/8 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Maydole's, dis 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.
Hoe, 1 50 2 00
C. & B., dis. 40 per cent. rev. list.
Saw, 1 00 1 25
Plane, 3 15 3 75
Hammer and Hatchet, 12 60
Canadian, 40 per cent.
Cross-Cut Saws, 0 13 1/2

HANGERS.

Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50
Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06 1/2 0 06 3/4
" 5-in., " 0 06 1/2 0 06 3/4
" 6-in., " 0 06 1/2 0 06 3/4
" 8-in., " 0 05 1/2 0 05 3/4
" 10-in., " 0 05 1/2 0 05 3/4

Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 3 50
Per gro. pair, 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE

Discount, 45 and 5 per cent.

HOORS.

Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47 1/2 per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 p. c. dis. } Oval head.
"M" brand 50 p. c. }

Acadian, 50 and 10 per cent.

MALEHAM & YEOMANS,

SHEFFIELD,
ENGLAND.



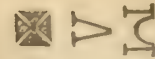
Exposition Universelle, Paris, 1889.

Manufacturers of

Table Cutlery, Razors,
Scissors, Butcher Knives
and Steels, Palette and
Putty Knives.

SPECIALTY: Cases of Carvers and
Cabinets of Cutlery.

REGISTERED TRADE MARKS.



WARRANTED
W. BRADSHAW & SON
SHEFFIELD

GRANTED 1780.

WHOLESALE ONLY.

F. H. SCOTT, 360 Temple Building, MONTREAL.

HORSESHOES.

Iron Shoes.	No. 2	No. 1.	and	larger	and	smaller
Light, medium, and heavy.	3 50	3 75				
Snow shoes.	3 75	4 00				
Steel Shoes.						
Light.	3 60	3 85				
Featherweight (all sizes).	4 85	4 85				
F.O.B. Toronto, Hamilton, London and						
Guelph, 10c. per keg additional.						
Toe weight steel shoes.	6 70					

JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June 1899.

ICE PICKS.

Star per doz.	3 00	3 25
Brass spun, 7 1/2 p.c. dis. off new list.		
Copper, per lb.	0 30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.

Look, Can., dis., 2 1/2 p.c.		
Cabinet, trunk, and padlock.		
Am. per gross.	60	

KNOBS.

Door, japanned and N.P., per		
doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L.		
screw, per gross.	4 00	
White door knob—per doz.	1 30	1 25

HAY KNIVES.

Discount, 50 and 10 per cent.		
LAMP WICKS.		
Discount, 60 per cent.		

LANTERNS.

Cold Blast, per doz.	7 50	
No. 4 "Wright's"	8 50	
Ordinary, with O burner.	4 25	
Dashboard, cold blast.	9 50	
No. 0.	6 00	
Japanning, 50c. per doz. extra.		

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 90
King, glass	4 00	4 50
All glass.	1 20	1 30

LINES.

Fish, per gross.	1 05	2 50
Chalk	1 90	7 40

LOCKS.

Canadian, dis. 45 p.c.		
Russell & Erwin, per doz.	3 00	3 25
Cabinet.		

Eagle, dis. 30 p.c. Padlock.

English and Am., per doz.	50	6 00
Scandinavian.	1 00	2 40

MACHINE SCREWS.

Flat head, discount 25 p.c.		
Round Head, discount 20 p.c.		

MALLETS.

Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Iron Vices, per doz.	3 85	5 00
Caulking, each.	60	2 00

MATTOCKS.

Canadian, per doz.	8 50	1 00
MEAT CUTTERS.		
American, dis. 25 to 30 p.c.		
German, 15 per cent.		

MILK CAN TRIMMINGS.

Discount, 25 per cent.		
NAILS.		
Quotations are:		
2d. and 3d.	\$3 35	\$3 85
3d.	3 00	3 52
4 and 5d.	2 75	3 35
6 and 7d.	2 65	3 20
8 and 9d.	2 50	3 10
10 and 12d.	2 45	2 85
16 and 20d.	2 40	2 90
10, 40, 50 and 60d. (base).	2 35	2 85
Galvanizing 2c. per lb. net extra.		
Steel Cut Nails 10c. extra.		
Miscellaneous wire nails, dis. 70 per cent.		
Coopers' nails, dis. 30 per cent.		
Flour barrel nails, dis. 25 per cent.		

NAIL PULLERS.

German and American.	1 85	3 50
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NAIL SETS.

Square, round, and octagon,		
per gross.	3 38	4 00
Diamond.	12 00	15 00

NETTING.

Poultry, 40 and 5 per cent. for McMullen's.		
OAKUM.		
Per 100 lb.	6 00	
Navy.	7 25	
U. S. Navy.		

OIL.

Water White (U.S.).	0 16 1/2	
Prime White (U.S.).	0 15 3/4	
Water White (Can.).	0 15	
Prime White (Can.).	0 14	

OILERS.

McClary's Model galvan. oil		
can, with pump, 5 gal.		
per doz.	0 00	10 00
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass.	1 50	3 50
Malleable, dis. 25 per cent.		

GALVANIZED PAIRS.

Duffin pattern pairs, dis. 50 to 50 and 10 p.c.		
Flaring pairs, discount 45 per cent.		
Galvanized wash tubs, discount 45 per cent.		

PIECED WARE.

Discount 40 per cent. off list, June, 1899.		
PICKS.		
Per doz.	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross.	1 50	3 00
Brass head.	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.		
PLANES.		
Wood, bench, Canadian dis. 50 per cent.		
American dis. 50.		
Wood, fancy Canadian or American, 37 1/2		
to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.		
Miscellaneous, dis. 25 to 27 1/2 per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.

English, per doz.	2 00	5 00
PLIERS AND NIPPERS.		
Button's Genuine per doz pairs, dis. 37 1/2		
40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.		
Fuller's work, discount 65 per cent.		
Rough stops and stop and waste cocks, dis-		
count, 60 per cent.		
Jenkins' disk globe and angle valves, dis-		
count, 55 p.c.		
Standard valves, discount, 60 per cent.		
Jenkins' radiator valves discount 55 per cent.		
" " standard, dis. 60 p.c.		
Quick opening valves, discount, 60 p.c.		
No. 1 compression bath cock.	2 00	
No. 4	2 00	
No. 7, Fuller's.	2 50	
No. 4 1/2, "	3 00	

POWDER.

Velo Smokeless Shotgun Powder.		
100 lb. or less.	0 85	
1,000 lb. or more.	0 80	
Net 31 days.		

PRESSED SPIKES.

Discount, 25 per cent.		
PULLEYS.		
Hothouse, per doz.	0 55	1 00
Axle.	0 22	0 33
Screw.	0 27	1 00
Awning.	0 35	2 50

PUMPS.

Canadian cistern.	1 80	3 60
Canadian pitcher, spon.	1 40	2 10

PUNCHES.

Saddlers', per doz.	1 00	1 85
Conductors, "	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

RANGE BOILERS.

Galvanized, 30 gallons.	7 25	
" 35 "	8 15	
" 40 "	9 25	

Copper, 30 "	22 00	
" 35 "	26 00	
" 40 "	30 00	

Discount off Copper Boilers 10 per cent.

RAKES.

Cast steel and malleable Canadian list dis.		
50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heller's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00	18 00
Boker's	7 50	11 00
Vade & Butcher's.	3 60	10 00
Thiele & Quack's.	7 00	12 00
Elliot's	4 00	18 00

REAPING HOOKS.

Discount, 50 and 10 per cent.		
REGISTERS.		
Discount, 40 per cent.		

RIVETS AND BURRS.

Iron Rivets, discount 60 and 10 per cent.		
Iron Burrs, discount 55 per cent.		
Black and Tinned Rivets, 60 p.c.		
Extras on Iron Rivets in 1-lb. cartons, 1/2 c		
per lb.		
Extras on Iron Rivets in 1/2-lb. cartons, 1c.		
per lb.		
Copper Rivets & Burrs, 35 and 5 p.c. dis.,		
and cartons, 1c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets in		
1/2-lb. cartons, 1c. per lb.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.

Canadian, dis. 35	37 1/2 per cent.	
ROPE, ETC.		
Sisal.		
Manila.		
7-16 in. and larger, per lb.	8 1/2	12 1/2
3/4 in.	9 1/2	13 1/2
1/2 and 5-16 in.	11	14 1/2
Cotton base, 1/4-inch and		
larger	14 1/4	15
Russia Deep Sea	15 1/2	
Jute	8	
Lath Yarn	9 1/2	
New Zealand Rope	10 1/2	

RULES.

Boxwood, dis. 75 and 10 p.c.		
Ivory, dis. 37 1/2 to 40 p.c.		

SAD IRONS.

Mrs. Potts, No. 55, polished.	0 75	
" No. 50, nickel-plated.	80	

SAND AND EMERY PAPER.

Dominion Flint Paper, 47 1/2 per cent.		
B. & A. sand, 40 and 2 1/2 per cent.		
Emery, 40 per cent.		

SAP SPOUTS.

Bronzed iron with hooks, per doz.	9 50	
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SAWS.

Hand, Disston's, dis. 12 1/2 p.c.		
S. & D., 40 per cent.		
Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
" frame only.	0 75	

SASH WEIGHTS.

Sectional, per 100 lbs.	3 25	
Solid,	1 50	

SASH CORD.

Per lb.	0 23	0 30
SAW SETS.		
" Lincoln," per doz.	6 50	

SCALES.

B. S. & M. Scales, 45 p.c.		
Champion, 65 per cent.		
Fairbanks Standard, 35 p.c.		
" Dominion, 35 p.c.		
" Richellon, 55 p.c.		
Chatillon Spring Scales, 10 p.c.		

SCREW DRIVERS.

Sargent's, per doz.	0 65	1 00
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SCREWS.

Wood, F. H., iron, and steel, 80 p.		
Wood R. H., dis. 75 p.c.		
F. H., brass, dis. 75 p.c.		
Wood, R. H., dis. 87 1/2 p.c.		
" F. H., bronze, dis. 67 1/2 p.c.		
" R. H., " 62 1/2 p.c.		
Drive Screws, 80 per cent.		
Bench wood, per doz.	3 25	4 00
" iron,	4 25	5 75

SCYTHES.

Discount, per doz. net.	9 00	15 00
SCYTHE SNATHS.		
Canadian, dis. 45 p.c.		

SHEARS.

Bailey Cutlery Co., full nickled, dis. 60 p.c.		
Seymour's, dis. 50 and 10 p.c.		

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.		
SINKS.		
Steel and galvanized, discount 45 per cent.		

SNAPS.

Harness, German, dis. 25 p.c.		
Lock, Andrews.	4 50	11

STANDARD CHAIN CO.,

MANUFACTURERS
OF

CHAIN

PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

For Provinces of Ontario and Quebec.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For other Provinces.

Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued and tinned	65 and 5
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " bulk	40

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" " steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.

Payson's per doz 2 60 |

TRAPS. (Steel.)

Game, Newhouse, dis. 2 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.
Disston's discount 10 per cent. 4 75 6 00
German, per doz

S. & D., discount 35 per cent.	
TWINES.	
Bag, Russian, per lb.	0 21
Wrapping, mottled, per pack.	0 50
Wrapping, cotton, per lb.	0 17
Mattress, per lb.	0 33
Staging, "	0 27
Broom, "	0 30
VISES.	
Hand, per doz	4 00
Bench, parallel, each	2 00
Coach, each	6 00
Peter Wright's, per lb.	0 12
Pipe, each	5 50
Saw, per doz	6 50

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White,
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the
list.
Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.
Smooth Steel Wire, base, \$2.80 per 100
lb. List of extras: Nos. 2 to 5, ad-

vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, 32c.—
oil, 10c.—special hay-baling wire, 30c.—
spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent.

List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered, 5c.—oil, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95—No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15—No. 12, \$3.35—No. 13, \$3.45—No. 14, \$4.50—No. 15, \$5.00—No. 16, \$5.25.

Clothes Line Wire, 19 gauge,
per 1,000 feet 3 30 |

WIRE FENCING.

Galvanized 4 barb, 2¼ and 5	Toronto
inches apart	3 00
Galvanized, 2 barb, 4 and 6	
inches apart	3 00
Galvanized, plain twist	3 00
Galvanized barb, f.o.b. Cleveland, \$2.85 in carlots, and \$2.95 in less than carlots. Terms 60 days or 2 per cent. in 10 days.	
Ross braid truss cable	4 50

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net... 2 00
Terms, 4 months, May 1.; 3 p.c. off 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each	2 00
" S., per doz	5 80
G. & K's Pipe, per doz	3 40
Burrell's Pipe, each	3 00
Pocket, per doz	0 25

WRINGERS.

Leader	per doz. \$60 00
Royal Canadian	" 58 00
Royal American	" 50 00
Discount, 45 per cent.; terms 4 months, or p.c. 30 days.	

WROUGHT IRON WASHERS

Canadian make, discount, 25 per cent.

CORDAGE . .

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
Sisal Rope
Jute Rope
Russian Rope
Marline
Houseline
Hambroline
Clotheslines

Tarred Hemp Rope
White Hemp Rope
Bolt Rope
Hide Rope
Halyards
Deep Sealine
Ratline
Plow Lines

Lathyrn
Shingleyarn
Bale Rope
Lariat Rope
Hemp Packing
Italian Packing
Jute Packing
Drilling Cables and

Spunyarn
Pulp Cord
Lobster Marlin
Paper Cord
Cheese Cord
Hay Rope
Fish Cord
Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
Orders will not be accepted for second quality or "mixed" goods.

CONSUMERS CORDAGE COMPANY, Limited

Toronto Branch 27 FRONT ST. WEST.

TEL 94.

Wm. B. Stewart, Agent.

Montreal, Que.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

SEND for specimen copy of Phillips' Monthl Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy, 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address "Machinery, Newport, Mon."

IN BUYING

LINSEED OIL

it is always well to get the purest and best—something you can recommend and guarantee to your customers.

Stewart Bros. & Spencer's is the best. Name on every barrel. Special quotations for import.

J. WATTERSON & CO.

MONTREAL, Agents for Canada.

THE BEST

that is on the market.

SYRACUSE BABBITT METAL

Try it and be convinced.

Manufactured by

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The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short, with prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

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for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

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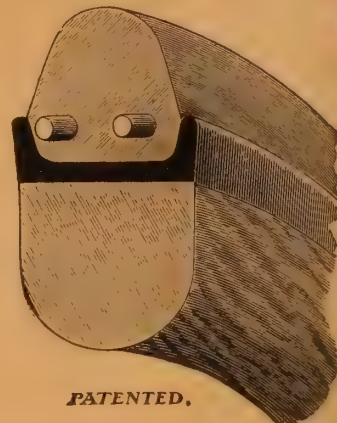
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There's the working to be considered.
Imperfect material means imperfect
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“BEST BEST POPLAR” BRAND
GALVANIZED FLAT SHEETS

Always turn out well, smooth,
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Langwell's Babbit,
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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, OCTOBER 27, 1900.

NO. 43

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The Most Economical.
The Least Wearing.
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"Tandem" Metals are better than
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For Heaviest Pressure and Medium Speed
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one thing more than another that best pays a dealer it is to be
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The Safford Radiators For Steam or Hot Water Heating

are the original
invention in pipe-threaded screw connections. They absolutely cannot leak, because there
are no bolts, rods or packings used, as in the ordinary radiator of commerce. The twenty-
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circles, curves, angles. They stand a pressure of 140 lbs. to the square inch. It will be
"money in your pocket" to send for the free, illustrated Booklet which is published by the
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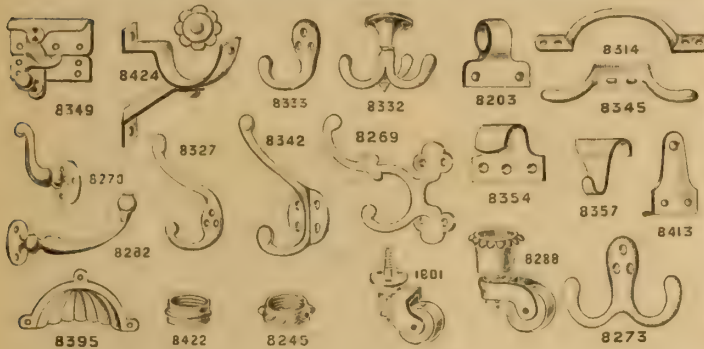
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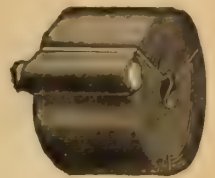
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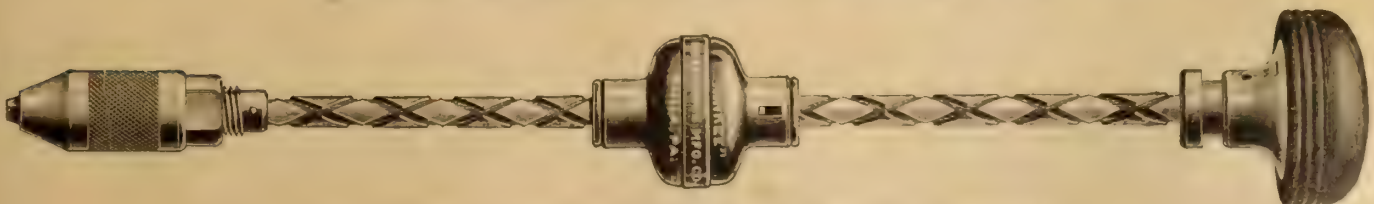
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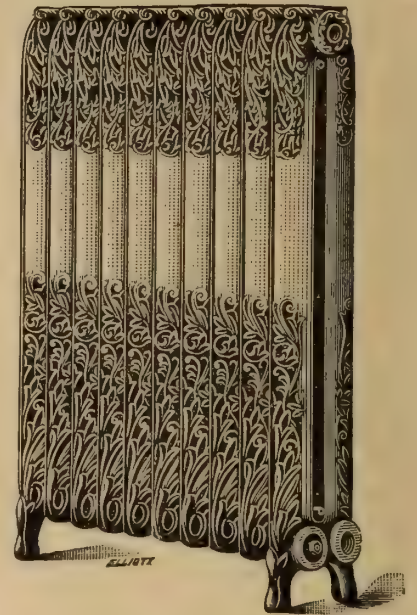
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EASILY THE LEADER IN
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Wheelbarrows.

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Lawn Mowers.

High and Low Wheels from 12-in. to 30-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

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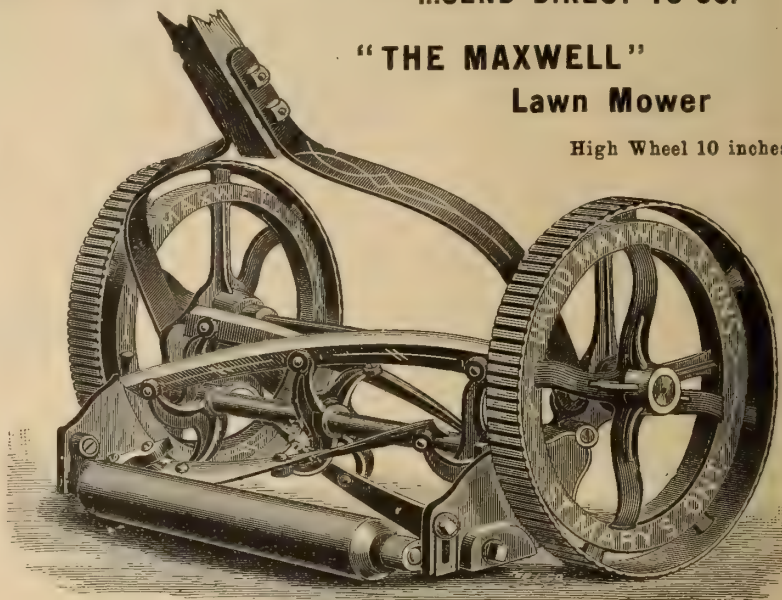
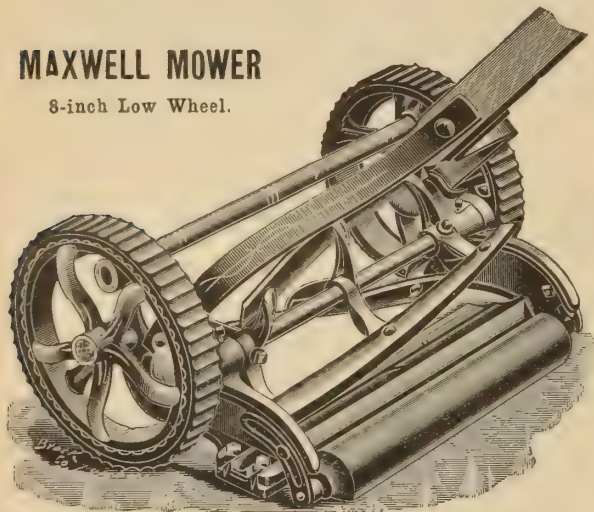
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Lawn Mower

High Wheel 10 inches

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8-inch Low Wheel.

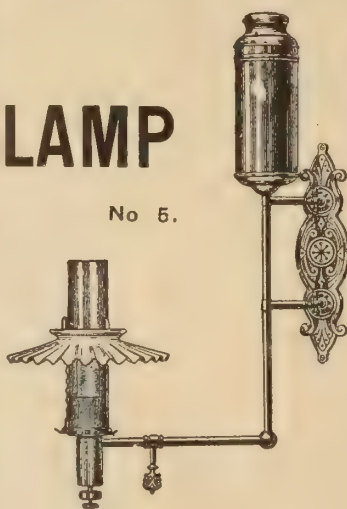


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Safe, Strong, Satisfactory.

Covered by the broadest possible Guarantee. The construction, finish and appearance are unequalled, but it is your satisfaction which we guarantee. If you don't like the lamp for any reason you can get your money back. No other lamp in Canada is so broadly guaranteed, for no other is as good.



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The Island City Mixed Paints
Floor Paint dries hard in 8 hours
The Island City Varnishes
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C
BRAND
**HORSE
NAILS**

have been made by us for the past thirty-five years.

They are to be found on sale from the Atlantic to the Pacific.

Our Horse Nail Works are the largest of the kind in the Dominion.

We make Horse Nails only.

Don't accept any substitutes or imitations of our registered trade mark:

C

Our name in full is on each box of our make.

**Canada
Horse Nail
Company
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Established 1865

Buying the Best and Paying for it.

There are two things which never go together—the best article and the lowest price.

The best article—whatever it is—must be made from the best material, by the best process, and with the aid of the best skilled workmen. The best article therefore, must cost most to produce, and necessarily command the best price.

**If you want the best article,
you must pay for it.**

There are two things which always go together—the poorest article and the lowest price. You pay your money and take your choice!

The “C” Brand Horse Nails

have always stood highest in the opinion of the trade, and they have always been sold at the best price. They are made from the best material known for the purpose or used by any manufacturer, and are of a special quality of Swedish charcoal refined mild steel, which is much superior to the so-called “Norway Iron.”

Our nails are forged into the desired pattern while the rods are at a white heat, which is positively the best process in use; the result being a thoroughly hammered nail which, after passing through the several processes required of rolling, pointing and finishing, are all finally submitted to the most exacting inspection and hand sorting.

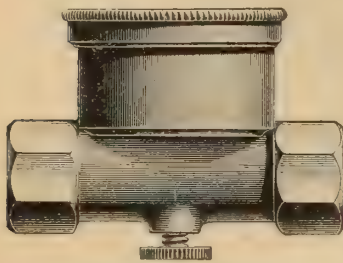
Every box of nails is therefore warranted perfect and ready for immediate use. They will be found in use by the Farrier to be the easiest to drive, and stand the hardest usage with the best results. They are the cheapest to buy, as they are the best, and the most satisfactory to the consumer in every respect.

In ordering Horse Nails, specify that our make and brand shall be supplied. Don't accept substitutes said to be “just as good.” There is only one best, and that is the old reliable “C” brand.

HOW TO SAVE GAS

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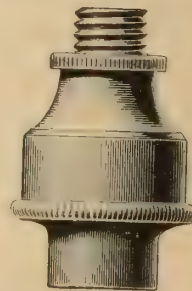
Peebles' Automatic Gas Governors



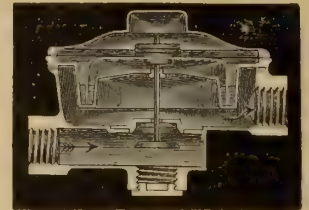
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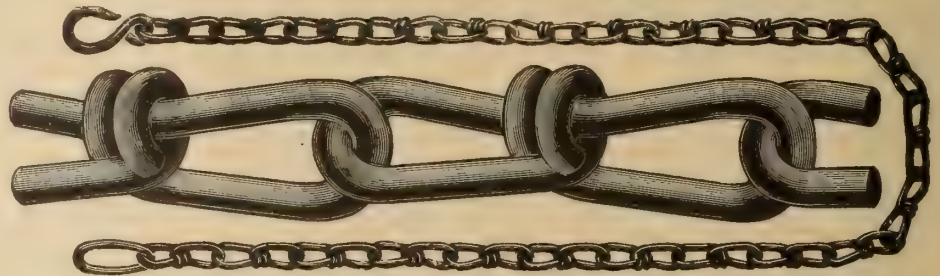
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SYRACUSE and MONTREAL.

IMPROVED STEEL WIRE TRACE CHAINS.



Every chain guaranteed. Most profitable and satisfactory chain to handle.

The B. GREENING WIRE CO., Limited
Hamilton, Ont., and Montreal, Que.

Are you preparing a welcome for the Canadian boys
from South Africa?



TORCHES

WILL BE REQUIRED.

We manufacture them with....

**Long Wood Handles,
Double Swivels,
Screw Burners.**

Each Torch is supplied with Wick. They are Unexcelled.

Kemp Manufacturing Co., Toronto



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JOHN BAYNE MacLEAN,
Montreal.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

THE PRICE OF MIXED PAINTS.

PAIN'T makers, both Canadian and American, are evincing some dissatisfaction with the present prices of mixed paints, which they claim are not on a parity with the increased cost of the staples.

Within the last two years, prices of white lead, linseed oil and turpentine have advanced most appreciably. On September 22, 1898, and also on November 9, 1898, the price of white lead was £17 per ton f.o.b. shipping port; to-day it is worth £21 10s. on the same basis. This is an advance of 25 per cent. on the heaviest element used. In September, 1898, linseed oil could be bought at 43½c. per gallon by the paint makers; to-day it is worth a little

over 80c. per gallon to lay down in Montreal. This is an advance of 84 per cent. In the same time turpentine has risen from 43½ to 56c. per gallon, so that it is now worth 28 per cent. more than it was two years ago. Taking the average we may say that, on the whole, the staples are now worth 45 to 50 per cent. more than in October, 1898.

Within that same time, mixed paints have been marked up only 20 per cent. So it can be easily understood that paint makers are not making the profit on the same turnover that they were making two years ago. Hence their dissatisfaction. The present tendency is towards advancing prices to a parity with the cost of raw materials.

The quality of the standard paints cannot be deteriorated by the makers in order to reduce the cost of production; such a procedure would ruin the reputation of the brands and destroy the results of years of enterprise and advertising. So the only apparent way out of the difficulty is to raise prices, and the trade need not be surprised if such a step be taken before many moons are past.

THE PRICE OF POULTRY NETTING.

Poultry netting is one of the lines on which prices will rule lower next year than at present.

The jobbers' discount still rules at 40 and 5 per cent. for shipment from stock. But lower prices will be in force when the manufacturers issue their figures a short time hence.

An air-ship should sail well these days, when the atmosphere is so heavily charged with political gas.

THE DEFICIENCY IS IN BUSINESS COMMONSENSE.

EACH of the political parties which is now appealing for the votes of the Canadian people is devoting a great deal of time in trying to demonstrate that it possesses in a higher degree than the other the quality of loyalty to the Mother Country.

They would be much better employed were they searching their brains for schemes for the commercial advancement of the country.

No sensible man impugns the loyalty of either party to Great Britain. Both parties have no doubt men within their ranks whose loyalty is not of the approved brand, but, to the whole, they are as but a drop in the bucket. What then, is the use of Conservative or Liberal wasting his time in proving that which no one except foolish partisans has called into question?

If it was the business ability of the respective parties that was called into question, there would be food indeed for argument. Neither party has any of that quality to spare. That is possibly the explanation of the numerous and verbose speeches in regard to loyalty and the few and brief speeches in regard to the quality of business.

It is not loyalty, but business commonsense, that the average politician needs to be inoculated with.

A BAD SIGN.

Merchants who exhibit a high degree of enterprise may excite the envy of competitors, but they secure the admiration of customers.

It is a bad sign when one merchant becomes envious of another. It is an outward sign of an inward realization that his competitor is leaving him behind.

THE DRAFT DISHONORING EVIL.

IF one can gather anything from the frequency of complaints, there is an all too common practice of dishonoring drafts. In some instances, it is due to carelessness; in others, it is deliberately designed.

A draft, like a good name, should not be dishonored with impunity, and yet, no doubt, often from a failure to recognize the fact, there are some business men who will dishonor a draft who would no more think of dishonoring a good name than flying. The fault is not so much of the heart as of the head: They do not realize the enormity of so doing.

Probably the most frequent cause of draft dishonoring is slight mistakes on the part of the maker of the draft.

Instances could be cited where drafts have been refused and dishonored because of a mistake of a few cents, or because freight had been charged where the manufacturer or wholesaler had promised to pay the same.

Mistakes of this kind are, no doubt, often annoying, but, because they are annoying, it does not follow that they warrant the dishonoring of the draft.

To inform the bank that the draft will not be accepted because of an error, such as those cited, is nothing short of an insult to the house that made the draft. Some may think that this is a somewhat strong way of putting it. Perhaps it is, but it is certainly warranted by the circumstances.

If the house is a reputable one, it will certainly rectify the mistake of its employees. Therefore, to refuse to accept the draft which it has drawn is an intimation that it is not to be trusted. If the house is one that is not reputable, it is another matter. But, why deal with a firm that is not reputable when there are so many that are?

At any rate, unless the amount entailed in the error is a serious one, it is always better to accept the draft and notify the drawer thereof of the error and ask for a credit note. Such a course is infinitely more commendable, and better for the drawee as well as for the drawer of the draft. In the first place it promotes good feeling instead of exciting bad feeling between the two.

"Now, that is pretty decent of A," the

drawer will in effect say. "B wouldn't have done that. If we can show any favors to A we must certainly do so."

Whatever the loss to the drawer may be, because of the dishonoring of his draft, it is most probable that the loss in the long run will be much greater to the drawee.

Business men do not give favors to those who take advantage of slight mistakes to dishonor drafts. It is contrary to human nature for them to do so.

It is always well for the merchant to be on good terms with his creditors, as well as with his customers, for, while he may be independent of them to-day, there is no guarantee that he will be to-morrow.

PROBING FOR THE EVIL.

A COMMITTEE of six has been appointed by the city council of Toronto to probe for the cause of the dissatisfaction which exists in regard to the Industrial Exhibition.

Very little difficulty should be experienced in getting at the bottom of the trouble. It is so obvious in more respects than one that only wilful blindness will pass it by unseen.

The chief trouble with the Exhibition management of late years is its attitude towards the manufacturing industries of the country.

If the name which the Toronto concern boasts of, the "Industrial Exhibition," means anything it means an exhibition where are to be seen representative displays of the products of the manufacturing industries of the country.

Now, no one who knows anything about the industrial development of Canada would ever dream of terming the exhibits at the Toronto Fair representative of the manufacturing industries of this country. He would consider it just as sensible to declare a midget representative of the human race as to declare for the affirmative in the other.

We have no hesitation in saying that the manufacturers of this country have been treated by the management of the Industrial Exhibition in a manner that intimated their room was wanted more than their company. And, while the manufacturers have been taking the hint, the Exhibition has been depreciating.

THE LINSEED OIL MARKET STRONGER.

THE market for linseed oil is gathering strength. The wholesalers have advanced their prices on carlots 2c. per gallon, but on small lots no change has yet taken place. It is likely that when present stocks of English oil held in Montreal are sold, or advanced in price, that the Canadian product will be raised for small quantities as well as in carlots.

During the past week there has been shown a nervous anxiety on the part of dealers to buy all the supplies within reach.

Prices of oil in the United States went up 10c. a gallon last week, and where a couple of weeks ago oil could be bought in Chicago for 54 or 55c. is now worth 74c.

The price of seed is also advancing by leaps and bounds, till \$2 per bushel is talked of in the near future. It is now worth about \$1.86 to \$1.89. In England the price of oil is 10c. per gallon higher than it was some weeks ago.

The crop of flax seed in Manitoba, Dakota and the Northern States, where the bulk of the supplies are produced, is poor. Incessant rains came when the flax was being gathered, and now, in many cases, as the seed is being brought to market, only 10 to 20 per cent. of the total is graded. The seed not graded produces an inferior quantity of an inferior oil. The product grown in the lower States, which is generally considered of better quality than that grown in Dakota and the Red River Valley, is this year considered to be the superior. In Manitoba, seed can scarcely be obtained. So the American Linseed Oil Trust will experience little difficulty in controlling the incoming supplies of the seed, and we may expect the market to be as tightly controlled as it was last year.

Linseed oil cannot be laid down in Canada at the present moment at 80c., for which the raw article is selling in Montreal, so the strength of the market may be easily imagined. Nor are the stocks of oil in Canada believed, on the whole, to be large. Some dealers certainly bought freely at low figures, but others waited for the reaction that did not come. Now only higher prices are in sight, and it is evident that before January at least there must be a squeeze.

A TREATY WITH TRINIDAD — WHO WILL SECURE IT ?

NOTWITHSTANDING the excitement in the United States consequent upon the Presidential election, quite a little interest is being developed, particularly among the commercial class in New York, in regard to the trade of Trinidad.

In February last, a convention was signed on behalf of the United States and Trinidad, in which it was agreed that the products of each country were to be accorded certain reciprocal advantages under their respective tariffs. For the ratification of this convention by the Congress of the United States and the Legislature of Trinidad, six months were to be allowed. Almost forthwith, the Legislature of Trinidad did its part towards the ratification. The matter came before the Senate of the United States, but that body succeeded in dilly dallying with it until ratification was made impossible by the adjournment of Congress. By limitation of time, therefore, the convention signed in February expired about the middle of August last.

According to the provisions of the proposed treaty, the United States were to give the sugar, fruit and vegetables of Trinidad a reduction of $12\frac{1}{2}$ per cent. in the regular duties. Trinidad, on the other hand, agreed to admit free of duty agricultural implements, cars and railway equipment, and other forms of machinery, from the United States. Besides this, reductions were to be made on breadstuffs and provisions.

By the commercial interests of the United States the convention was considered favorable to themselves, and the failure of the Senate to ratify it is difficult to understand.

The New York Journal of Commerce, in a recent issue, declared that no conceivable motive for the failure of the Senate to ratify the treaty could be assigned "other than the fact that it had the approval of Great Britain, and that to thwart any agreement with this power, no matter how advantageous to ourselves, would be popular with a portion of the electorate."

This is probably the correct explanation of the Senate's inaction.

Just before it was announced last spring that a convention had been signed between

the United States and Trinidad, it will be remembered that the Canadian Minister of Finance, Hon. W. S. Fielding, announced that the Government proposed, except in regard to certain specified lines, to give the products of Trinidad free entry into Canada, on condition that certain tariff advantages were accorded Canadian products under the Trinidad tariff. The announcement that Trinidad and the United States had signed a convention, of course, nipped in the bud the intention of the Canadian Government.

Since the failure of the United States Senate to ratify the convention there has, however, been a renewed desire on the part of both Canada and Trinidad to enter into reciprocal relations with each other. At the annual meeting of the Board of Trade of the Maritime Provinces in August last, a strong resolution, calling upon the Dominion Government to reopen negotiations with Trinidad with a view to bringing about reciprocity, was unanimously adopted.

And from what we can learn Trinidad is by no means indisposed to having the question popped once more.

The Canadian commercial agent in Trinidad, Mr. Edgar Tripp, in his report under date of May 17, 1900, said: "That in intelligent circles throughout the colony the almost unanimous opinion is one of regret that advantage was not taken of the Canadian offer. And this feeling is accentuated by the general belief that we have sacrificed the substance for the shadow, and that the convention with the United States, which stood in the way, will never be ratified."

This report of Mr. Tripp's was, it will be observed, written before it was definitely known that the convention would not be ratified.

The statement that there is a sentiment in Trinidad in favor of closer trade relations with Canada is corroborated by Mr. Charles Pickford, one of the directors of The Pickford & Black Steamship Co., Limited, who is at present on a visit to Toronto. Mr. Pickford spends the greater part of every winter in the West Indies, and he states emphatically that there is a decidedly

strong sentiment in Trinidad in favor of trade with the Dominion.

Neither the Government nor the business men of the United States who are interested in the trade with Trinidad are ignorant of the sentiment that is developing in favor of closer trade between Canada and the island in question.

The State Department at Washington is known to be strongly in favor of a treaty with Trinidad, and that the merchants of New York are in a similar position is evident from a petition which they have recently addressed to the State Department on the subject. Referring to the efforts that are being made to create a treaty between Canada and Trinidad, the petition in question says: "It is not too much to say that a large portion of the trade now possessed by the United States would be entirely destroyed to the great pecuniary injury of the undersigned petitioners."

That is how the New York merchants engaged in the Trinidad trade feel, and their anxiety should stir us up in this country to hasten the consummation of the reciprocal idea.

The trade of Trinidad is the most important of that of any other colony in the British West Indies, amounting, as it does, to about \$25,000,000, almost equally divided between exports and imports.

Canada and the United States are both in the race for this trade. The question is, Which will win? Canada, apparently, stands a better chance of winning than she did six months ago. But she cannot afford to pause.

WILL GALVANIZED SHEETS ADVANCE ?

Canadian importers are experiencing some difficulty in getting prompt shipment of iron and steel sheets and some other lines of metals from manufacturers in the United States. **HARDWARE AND METAL** has learned this from a special inquiry among importers. About the quickest delivery wholesalers in this country can get from the United States is six weeks.

Prices are also firm and there is a general opinion that after the Presidential election higher figures may be expected, particularly on galvanized sheets.

CANADA'S HIGH STANDING AT THE PARIS EXPOSITION.

An Interesting Letter from the Canadian Commissioner.

THE following is a copy of a letter received by Mr. L. E. Geoffrion, Montreal, president of the *Chambre de Commerce*, from Mr. J. X. Perrault, Canadian Commissioner to the Paris Exposition. It shows what effect the Canadian exhibit has produced upon the visitors to the Paris Exposition, advocates Canada's representation at Glasgow next year, and suggests a Canadian World's Fair. The letter was written in French, but the translation is as follows:

"PARIS, September 24, 1900.

"President of the *Chambre de Commerce*,
Montreal:

"SIR,—You will receive in 'Paris-Canada,' of September 15, the official list of prizes awarded to Canadian exhibitors up to that date, a certain number of claims not having yet been decided by superior jury of revision, now sitting. In a few weeks the complete list will be published.

"With 32 Grands Prix, 72 gold medals, 92 silver medals, 60 bronze medals and quite a number of honorable mentions, we have won a remarkable success. You will be surprised to learn that many business men tell us that from the point of view of national resources and of agricultural and manufactured products we are presenting an exhibit superior to that of any other country. In Europe our display was a revelation and a surprise.

"The results of this huge success will be new markets for our products, an important increase to business, an influx of immigrants to take up our unoccupied lands, and the investment of more capital in our industrial and commercial development.

"As you know our greatest success was to be found in the superiority of our agricultural products, comprising cereals, cheese, butter and fruits. Our products of the woods and forests, our fish and game, our flour, and our mineral collections had no rivals.

"But in my judgment, what did Canada the most honor was the Grands Prix which were given her for her agricultural machinery, for her cotton manufactures, for her paper products of St. Jerome, and more especially for her type machine, 'The Monoline,' which was declared superior to all machines of the same class.

"Our pianos, photographs, furs, woollens, papeteries, rubbers, tobaccos, stoves, preserves of all kinds, sugars, leathers, gloves, and silk threads have even gold medals in

competition with the most celebrated makers. Let us not forget that our system of public instruction took five Grands Prix for primary, secondary and high schools.

"When I return about the end of October, I shall have the honor of giving to the *Chambre de Commerce* a complete account of the results obtained, which shows the greatest credit to the whole of Canada and to the Province of Quebec in particular, which has risen to be an important manufacturing centre.

"Permit me, Mr. President, to bring before the attention of our members, the Glasgow World's Fair, which is to open about May 1 next. The most important of our exhibits in Paris will be sent by the Government to Glasgow if the exhibitors should express such a wish. The Minister of Agriculture at Ottawa ought to be informed of such desires immediately. At this exhibition there will be no rewards. It is simply a reunion of business men desirous of making their products known to the entire world. Already foreign nations have shown sympathy with the enterprise and it will be an excellent opportunity for our producers to show the excellence of their goods to our English consumers.

"While considering the remarkable success of our display at the Paris Exposition, the suggestion came to me: What a fine thing it would be if we could offer to the astonished industrial world, in some huge building in our commercial metropolis, a collection of Canada's most striking products so highly spoken of, including cotton, wool, silk, machines, vehicles, tramways, and our products of all kinds! What a display for progress it would be! and one of which our Paris exhibit is only a dim reflection. And with what eagerness would the whole world enter into the World's Fair of Canada! It appears that the moment has come for our country to give a comprehensive idea of its value.

"It is a big idea, without doubt, but its realization is not impossible. All that is necessary is that all energy be exercised upon the crucial point, and then we would assist in the exploring of our resources, and industrial prosperity could be compared with that of other countries."

We think most people will agree that Mr. Perrault's letter is a most interesting one. The success Canada has achieved at Paris is most commendable.

THE AWARDS.

The following table shows how the awards were distributed:

	Grand Prix.	Gold Medal.	Silver Medal.	Bronze Medal.	Hon. Mention
Can. Government.....	15	11	2	0	0
Quebec Government ..	3	1	0	0	0
Ontario Government....	3	1	0	0	0
N. S. Government.....	2	0	0	0	0
N. B. Government.....	0	1	0	0	0
P. E. I. Government...	0	1	1	0	0
Man. Government.....	1	0	0	1	0
B. C. Government.....	1	2	0	0	0
Public institutions, etc..	1	4	7	0	8
Other exhibitors.....	5	63	90	52	32

A NEW PAINT FACTORY.

GROUND has been broken at Newark, N.J., for a building plant of The Sherwin-Williams Co., the well-known paint and varnish makers.

The site for the new buildings is about half way between Jersey City and Newark, easily accessible to the various trolley lines and convenient to New York. It faces the Passaic river, with a frontage of 225 feet. On the opposite shore are the trunk lines of the Pennsylvania, Erie and several other railways running hundreds of trains a day each way, giving splendid shipping facilities.

This move of The Sherwin-Williams Co. has been made necessary by the constantly growing trade in the East. This business is at present handled from the offices and warehouses in Boston and New York City. The manufacturing for these two distributing points has been done at the large Cleveland plant. Inside of six months, the Newark factory will take care of this trade, insuring better delivery and widening the field of the company to a great extent.

The Sherwin Williams Co. has factories at present in Cleveland, Chicago, and Montreal, having large offices and warehouses at the same points. It also has offices and warehouses at New York, Boston, Toronto, Kansas City, and San Francisco.

The growth of this company has been greater this year than ever before in its history, and it looks forward to even greater gains for next year.

WIRE NAILS TACKS WIRE

Prompt Shipments

The **ONTARIO TACK CO.**
Limited
HAMILTON, ONT.

PARAPHRASED.

UNDER the foregoing title the G. H. Oliver Wall Paper Co., St. Louis, have issued the following hit-off on some of their contemporaries :

"On an open market like that of the present season (1900 or), if you should take some of the wall paper circulars that are being sent you and divest them of the language in which they are clothed, and invest them with language best suited to what they actually represent, you would have a trade circular very different from the one issued. It might not be as elegant, but it would be more truthful.

"The following paraphrase of some of these circulars contains much more of truth than poetry :

OUR ANNUAL ROMBAST!

Dear Sir,—Our new line of wall paper is now ready. It has less leaves to the book and more books for its size than any of our competitors.

It is composed chiefly of ancient styles printed from the oldest rollers the Jim Crow factories we represent could find.

Our customers, as a rule, know so little about wall paper, they are unable to appreciate anything else.

In the above, as well as all other respects of like description, we challenge competition.

We started out for perfection in this direction, and we are steadily gaining ground. We expect to arrive there next year.

It gives us much pleasure to announce (as we have annually done the past 40 years) that our line is much fuller of old goods than ever before, and that in this way, if in no other, it far surpasses our former efforts.

Our truck is cheaper than anyone else's, prices being way under what the goods cost us.

LISTEN TO THIS!

We have browns at $\frac{1}{4}$ cent a roll, whites at $\frac{1}{4}$ of a cent, and better whites and glimmers at 1 and $1\frac{1}{2}$ cents, and bronzes in large variety at 1 cent, $1\frac{1}{2}$ cents, $1\frac{3}{4}$ cents a roll.

When you see these goods you will be compelled to admit it is all they are worth.

The cheaper they are the shorter the lengths of the rolls, to suit the prices.

LOOK! LOOK! LOOK!

We make no charge for borders or ceilings where side walls are purchased in fifty-piece lots or less.

The above prices are a snap, being but a fraction of what it cost to make the goods.

Our salesman, Mr. Talk-you-to-death, will shortly call and take your order. He is a new man, and we hired him because he is cheap. He is confident he can borrow enough money from the trade to keep him going, along with what we promise to pay him.

This is a good recommendation, even if he don't know much about the wall paper business.

If you take his advice and buy what he suggests, and don't know anything about, you will be sure to get rid of them in time. If you don't, the sheriff will assist you in doing so when your account becomes due.

The salesman who will call on you is strictly honest, and has made a solemn agreement with us not to stuff your order more than 75 per cent.

We are banking on your not looking at any other line but ours, as it would be a foregone con-

Working With You.

If you handle S.-W. P. you have two strong helpers working with you for big business—The Sherwin-Williams Co. and S.-W. P. itself.

The work of the Company comes through many ways: Effective advertising; special correspondence; a monthly magazine full of suggestions, etc., etc. We stand back of you all the time to help you become the leader in your town.

The work of S.-W. P. comes through its splendid quality. It is made right and sells right. It gives satisfaction. It backs up everything good you can say about it. It gives reputation and builds trade.

"B-13"—a booklet—tells, in detail, just how we work with you. Send for it.



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND.
CHICAGO.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO.

SAN FRANCISCO
KANSAS CITY.



clusion should you do so, you would get your eyes open, and we would have to look elsewhere for a place to unload our plunder.

Yours for profit only,

CHESTNUT & LEE.

A DAWSON HARDWARE STORE.

IN The Daily News, Dawson, Yukon Territory, of October 3, appears the following: "McLennan, McFeely & Co. are now housed in their new, big two-storey building which wears the handsomest plate glass front on First avenue. The building is elegantly equipped, illuminated and stocked. It is the only building in Dawson heated with hot air. The ground floor is utilized as a storeroom, all the available space being filled with an up-to-date stock of shelf and heavy hardware, stoves, ranges and household utensils. The front is built into a show window of graceful design and finish, with a single plate glass 6x12 ft. in size. At the rear of the store a well-equipped tinshop has been built, where all kinds of tin and sheet metal articles are manufactured and repairing done. The second floor is devoted to office purposes. This building alone cost the firm \$15,000 and is an evidence of the faith of the firm in the future and permanency of Dawson as a commercial centre.

"The tremendous amount of business done by this house can best be understood

by stating that during the present season alone over 800 tons of freight have been received and stored in its big warehouse on Third avenue, for which over \$90,000 has been paid in transportation charges alone. About 75 tons of goods are now being brought down the river.

"In mining machinery this firm makes a specialty of handling only the very best makes of boilers, engines and pumps, and so well has this fact become known among operators that to have machinery purchased from McLennan, McFeely & Co. is a guarantee that it will work successfully. It has been by conscientious dealing with the miners and the application of live business methods that they have acquired such an enviable reputation among the purchasing public.

"Mr. R. P. McLennan is in charge of the Dawson branch, Mr. McFeely devoting his time to the Vancouver store and to purchasing stock for the Klondike. Mr. McLennan has always been foremost in public enterprises, and every movement for the good of Dawson and the development of this great Northern territory commands his earnest attention."

James Thomson & Co., hardware and tinware dealers, Thorold, Ont., have been succeeded by C. N. S. Stevenson.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE BRITISH IRON TRADE.

IN The Iron and Coal Trades Review, October 12, it is stated: "This has been another dull week. There has been little or no improvement in any branch of the iron and steel industries of the country. The pig iron markets have been weak, and makers' prices, in some cases, show a reduction, while, in the finished branches, competition grows keener, and quotations are not so firmly maintained. The engineering trades are not overburdened with new work; but the shipbuilding yards are fairly busy."

PRICES OF AXLES IN THE UNITED STATES.

The market in axles continues somewhat demoralized, and quotations are current which are referred to by the manufacturers as so low as to entail a positive loss in the sale of the goods. There is more or less unevenness in current quotations, some of the manufacturers refusing to meet extremely low prices made by their competitors. Thus, there is considerable divergence in the discounts made on half-patent axles, which have, in some cases, been quoted as low as 80 per cent., but are more generally represented by the quotation of 75 and 10 per cent., or 75, 10 and 5 per cent. Some manufacturers, however, are unwilling to meet even these figures, and are asking 75 per cent. discount.—Iron Age.

NEW YORK METAL MARKET.

PIG TIN—The London market was unchanged, but in New York somewhat lower prices were reached, and the close was dull and rather easy. A few small sales of spot were effected at 28.20c., the market closing with 28.15c. bid and 28.25c. asked. For October - November the bid and asking prices were, respectively, 28 and 28.25c.

COPPER—The market remained dull, with prices more or less nominal at 16¾ to 17c. for Lake Superior ingot and 16½c. for electrolytic and casting. In London part of yesterday's advance was lost, the market closing 2s. 6d. lower than last night.

PIG LEAD—The market is dull and unchanged at 4.37½c. for carload lots. During the past seven days unprecedentedly heavy shipments of lead have been made from here to England and Germany. The quantity exported amounted to over 4,000 tons, most of which, it is understood, was shipped by the trust.

SPELTER—There has been no improvement in trade in this metal, which is offered freely for spot or near-by delivery at 4.15c., with 4.10c. the best bid.

TINPLATE—Trade continues light and

chiefly in stock for immediate delivery. Prices are unchanged.

IRON AND STEEL—General conditions are much the same as those which have been in control of the market for several weeks

past. Buying is limited to such quantities as are needed for immediate use, but there is said to be more inquiry, indicating an increasing prospect of a revival of business after the election, and there seems to be generally a better feeling, particularly in pig iron.—New York Journal of Commerce, October 25.

How to Make Money...

...SELL...

Iver Johnson
Guns and Revolvers.

OUR FIRE-ARMS ARE ABSOLUTELY SAFE.

THE NEW MODEL IVER JOHNSON SEMI-HAMMERLESS SHOTGUN

is the Finest Single-Barrel Gun on the market. Made on an entirely new principle—almost a double gun.

SEND FOR DESCRIPTIVE BOOK.

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—361 Main St.

FITCHBURG, Mass.

A LETTER THAT EXPLAINS ITSELF.

ROBERT BRYANT,

48 to 50 Aldersgate Street,

London, E.C., Sept. 13, 1900.

MESSRS. BOECKH BROS. & COMPANY,
67 Aldersgate Street, London, E.C.

DEAR SIRs,—I have received your consignment of Adjustable Tables, and have used them here in our retail department, and in our travelling bookstalls, and find them so handy, so admirably adapted for displaying goods to the greatest advantage, so tempting to the purchaser, that they are almost invaluable to any tradesman who wishes to show his stock in the most fascinating manner. When properly used they must inevitably bring business and a speedy return to the tradesman.

(Signed) T. C. EAMER, Manager.

Write for Illustrated Booklet.

Boeckh Bros. & Company,

80 York Street, TORONTO.

H. S. HOWLAND, SONS & CO.

WHOLESALE.
ONLY

37-39 Front Street West, **Toronto.**

ONLY.
WHOLESALE

HORSE CLIPPERS.

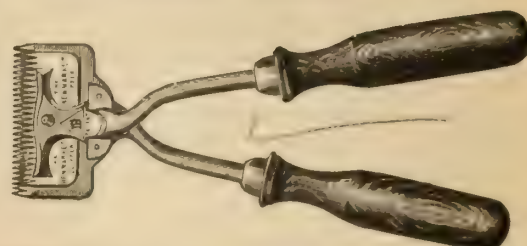


Boker's "DANDY," Ordinary Quality.

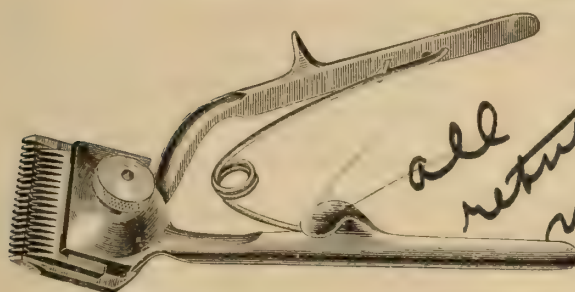
" "KEEN CUT," Medium Quality.

" "PERFECTION," Warranted Quality.

" "BALL-BEARING," Warranted Quality.

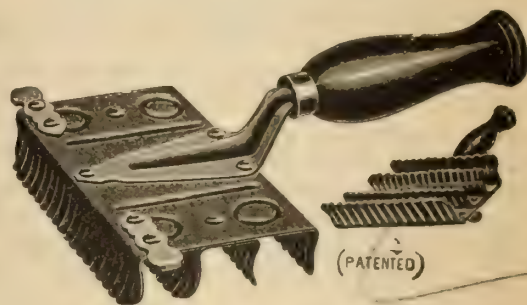


"NEWMARKET" Celebrated English Clippers.



Preist's Fetlock Clippers.
(Coarse Teeth)

*all returned to
owner 31/10/00
see cut - box no
1 page 110*

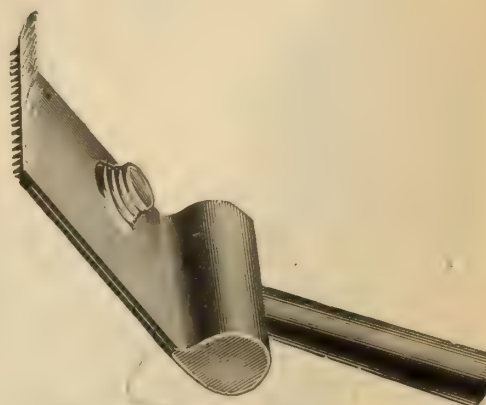


The Hunter Toothless Curry Combs.
See our Catalogue for full line.

HORSE SINGERS.



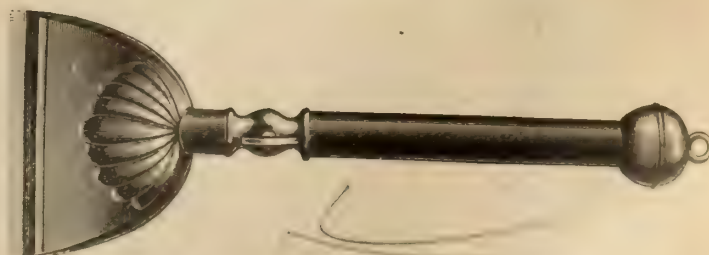
No. 158—5-inch Wick.



"ECLIPSE"—4-inch Wick.



No. 160—5-inch Wick.



No. 162—5-inch Wick.

H. S. HOWLAND, SONS & CO., Toronto.

PROMPT
SHIPMENTS.

Graham Wire and Cut Nails are the Best.

PRICES
RIGHT.

MANITOBA'S WHEAT YIELD.

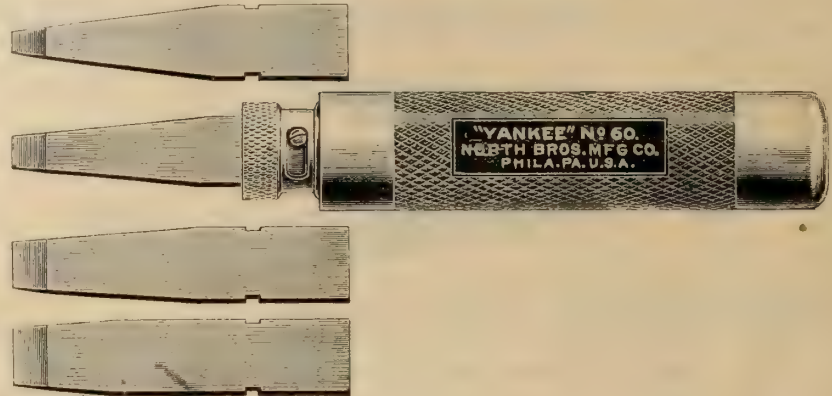
A despatch from Winnipeg says that J. K. Macdonald, of Toronto, managing director of the Confederation Life Assurance Association, has returned from an extended trip of inspection through the Manitoba wheat fields, during which he drove nearly 600 miles. Interviewed on his return, Mr. Macdonald said: "With regard to the condition of the wheat crop, I am firmly convinced that if the present fine weather will now hold up, and give an opportunity of saving the wheat, that a very pleasant surprise is in store for the Province; in other words, that the yield will be very much greater, with less injury in consequence of the wet, than is generally anticipated."

"So far as the grain which came under my observation goes, in the grown part of it it is in comparatively small proportion to the total crop. The greatest loss, it seems to me, will arise from shelling. I had heard, so far as threshing was done, of yields that were a great surprise to me. I know of one case of 40½ bushels per acre and another case of from 30 to 35 bushels per acre. The prices that are being paid for wheat are most encouraging. I have some samples with me at Hamiota, which I found was classed as No. 2 hard, and this

class was purchased at 68c., and a much inferior quality, I don't know if it was graded or not, brought 58c. Yet another class, which last year would never have been looked at for a moment, was sold at 51c. While it is borne in mind that the ruling price last year for No. 1 hard was from 50c. to 53c., and that the bulk of it

pared with it in the market to-day. It is made with four detachable blades of varying widths and thicknesses to suit different size screws.

The blades are kept in magazine formed by handle. The tool is small and convenient to carry in the pocket, measuring when closed only 3 in. long and ⅝ in. in



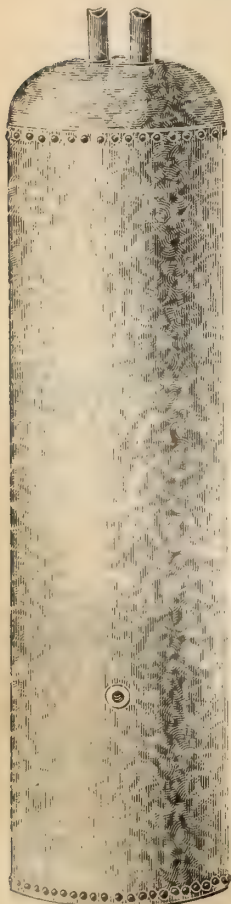
would be sold at 51c., it indicates that even with the present crop, the Province will be much better off than was anticipated."

POCKET MAGAZINE SCREW DRIVER.

The need and usefulness of the "Yankee" pocket magazine screw driver, No. 60, will be instantly recognized. It is claimed there is nothing just like it or that can be com-

diameter, and weighing only 2 oz. The illustration above shows the tool of actual size. It is made of steel, handsomely polished and nickel-plated. Packed 1 doz. in strong paper box. The manufacturers are North Bros. Mfg. Co., Philadelphia, Pa.

Davitt & MacKinley have started as machinists and contractors in Sydney, Cape Breton.



Our **APOLLO** Kitchen Range Boilers

GALVANIZED

appeal to you from the standpoints of

QUALITY--They are made of "Apollo Open Hearth" Steel.

DURABILITY--They are perfectly Galvanized inside and out.

STRENGTH--They are severely tested at 200-lbs. before galvanizing (making tightness doubly sure.)

PRICE--As low as good quality with full guarantee will permit.

Sizes 25, 30, 35, 40, 52 Gallons always on hand.

WE SHIP PROMPTLY. SEND SAMPLE ORDER.

THE THOS. DAVIDSON MFG. CO., Limited,
MONTREAL.

ESTABLISHED 1865.

INCORPORATED 1895.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

XAVIER FORGET, general merchant, St. Adele, Que., has assigned to Lamarche & Benoit. His assets will be sold on October 26

Arthur Matte, hardware dealer, Quebec, has assigned.

A. Cook, tinsmith, Brinston's Corners, Ont., has assigned to G. H. Davy.

George F. Beverly, hardware and fancy goods dealer, St. John, N.B., has assigned.

The sheriff is in possession of the stock of A. J. Fraser, general merchant, Loggieville, N.B.

A meeting of the creditors of Paul Stein, sawmiller, Denbigh, Ont., has been called for November 8.

PARTNERSHIPS FORMED AND DISSOLVED.

Laurie & Freres, carriagemakers, D'Israeli, Que., have registered partnership.

Sleeper & Ackhurst, machinists, etc., Coaticook, Que., have registered partnership.

Mrs. Robert J. Todd has registered as proprietress of Robert Todd & Co., painters, etc., Montreal.

Thompson & Sutherland, hardware dealers, Wapella, Man., have dissolved. J. W. Sutherland continues.

Sword & McEachern, lumber and coal dealers, Brandon, Man., have dissolved, Robert Sword retiring.

A new partnership has been registered by Lamplough & McNaughton, commission hardware dealers, Montreal.

Bell Bros. & Co., wood and coal dealers, Lachine, Que., have dissolved, and partnership has been registered by Wm. A. Bell & Co.

James N. Boutilier and A. Le Brocq have registered partnership under the style of Boutilier & Le Brocq, general merchants, Bedford, N.S.

James G. Bailey and John Underwood have registered partnership under the style of The Bailey-Underwood Co., machinists, New Glasgow, N.S.

SALES MADE AND PENDING.

F. X. Marson, hardware dealer, Montreal, has sold out.

A. Green, tinsmith, Hawkesbury, Ont., is advertising his business for sale.

E. A. Baker & Co., hardware dealers, etc., Moosejaw, N.W.T., have sold out.

Arch. Tanner, blacksmith, St. Thomas, Ont., is advertising his business for sale.

J. C. Price, general merchant, Ridgeway, Ont., is advertising his business for sale.

The stock of Thomas Figsby, general merchant, Hemmingford, Que., has been sold.

W. A. Brown, hardware dealer, etc., Belmont, Ont., is advertising his business for sale.

The business of the estate of Robert Evans & Co., seed merchants, etc., Hamilton, has been sold.

CHANGES.

J. A. Gaudin, hardware dealer, Napinka, Man., has sold out to Irving E. Gaudin.

W. M. Hynes, harness dealer, Hartney, Man., has sold out to James A. Turnbull.

E. A. Roscoe, blacksmith, Berwick, N.S., has sold out to Bernard McNeil.

George H. Metzles has succeeded W. A. Metzles as painter in Sydney, Cape Breton.

The Keizer Brick Machine & Mfg. Co., Winnipeg, are applying for incorporation.

Pieper & Currie, painters, Cranbrooke, B.C., are opening a branch at Moyie, B.C.

E. E. Zeigler, general merchant, Virden, Man., has sold out to N. Rosen.

D. B. Arrowsmith, harness dealer, Georgetown, Ont., has been succeeded by George Winfield.

R. J. Atkinson, dealer in agricultural implements, Melita, Man., has given up business.

NEW FIRMS STARTING.

E. Chrichton & Son have started as founders in Lethbridge, N.W.T.

Arthur Mersereau is starting as blacksmith at Richmond Corner, N.B.

DEATHS.

Sarah A. Hamilton, hardware dealer, Emerson, Man., is dead.

**COPP'S****WARRIOR HEATER****FOR COAL OR WOOD.**

TN the last two issues of this excellent trade journal, we have illustrated the external appearance of our wonderful heater. The cut here illustrated represents an internal view. No heater made in America will give the same heat on the same consumption of fuel as Copp's Warrior Heater.

Two Sizes: Nos. 28 and 34.

When buying see that this **TRADE MARK** is on each package:

"BRASSITE"



"Gunn's"
Patent
"Brassite"
Goods.

Equal to solid brass in every particular. Cost less money, look and wear as well. Our sales are increasing all the time. Why not increase your sales?

THE GUNN CASTOR CO.
Limited.

KNOX HENRY, Canadian Agent, 220 1/2 Board of Trade, **MONTREAL.**

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, October 26, 1900.

HARDWARE.

TRADE is keeping up fairly well; some houses report an improvement in the amount of business being done. Orders, however, are still small. It may be that the trade feels this fact more on account of its contrast with last year's large fall business than from any great dullness prevailing at the present moment. There have been rumors to the effect that the market would see further declines in prices. According to the best information that we can gather such an apprehension is groundless. The rolling mills are nearly sold out of horse-shoes, and wire nails are going out faster than they are being made. It is firmly asserted that bar iron is as low as it will go, while we hear that some mills are offering increased prices for scrap iron this week. It is felt that the elections now coming on in the United States and Canada are interfering with trade, and that their passing will see a revival of business and perhaps a recovery of values. There has been quite

a demand for hollow ware this week and enameled ware is also selling freely. Sporting goods are being called for in moderate quantities. Sash cord has advanced a little and is now worth 24c. Shoe tacks, in bulk, are now selling at a discount of 57½ per cent. off, and in 1,000's at 50 per cent. off.

BARB WIRE—The market is featureless, with few amounts moving. The base is \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—There is nothing new to note. We quote as follows: Nos. 4 and 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

SMOOTH WIRE—There is very little being done in oiled and annealed wire, and the demand is only for hay-baling wire. The base price is \$2.80 per 100 lb.

FINE STEEL WIRE—The market is unchanged. The discount is 17½ per cent. off the list.

BRASS AND COPPER WIRE—Fair amounts are being distributed. Discounts are 55 and

2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—There is little demand for fence staples, and prices are unchanged. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—A fairly good demand has been experienced for wire nails, although the orders are for small amounts only. The price is unchanged at \$2.85 for small lots and \$2.75 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—The situation for cut nails is unchanged. The demand is not large. We quote \$2.35 for small and \$2.25 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Business is good. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—The demand for horse-shoes has been abnormally brisk this week, and the stocks are getting low. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50;



"FAMOUS" LITHOGRAPHED STOVE BOARDS

Made from ONE PIECE of sheet metal. No CORNER PIECES to break away. Made with WOOD lining. The pattern is one especially designed by **The McClary Mfg. Co.**, for the TRADE OF 1900. A nice OAK-GRAINED GROUND, with ACORN PATTERN BORDERS of different shades, makes a NEAT, ATTRACTIVE BOARD, which harmonizes with any carpet or floor.

A SAMPLE ORDER will convince you that this is the newest and most attractive stove board made in Canada.

Made also in
Crystallized.

"PERFECTION" SEAMLESS NICKEL-PLATED COPPER TEA KETTLES.

Made with DOUBLE SEAMED SPOUT that cannot be melted off. SEAMED ON BREAST that will not drop off. HANDLE MADE OF ONE PIECE, which cannot fall apart. NO RIVETS IN HANDLE to break away. A SPECIAL EAR that will not allow the handle to bruise the breast.

We are now making a NEW KETTLE from 18-oz. COPPER which is especially strong and durable.



Nos. 8 and 9.

THE McCLARY MFG. CO.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

VANCOUVER.

Large workers in galvanized iron use two makes: Apollo for fine; another for rough.

Mistake. Apollo is best for rough work too.

American Sheet Steel Company, New York.

Representatives for Canada
B. & S. H. Thompson & Company
20 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—The usual trade is doing at unchanged quotations. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.

BOLTS—The market shows no change this week. Discounts are as follows: Carriage bolts, 65 per cent.; machine bolts, 65 per cent.; coach screws, 75 per cent.; sleigh shoe bolts, 75 per cent.; bolt ends, 65 per cent.; plough bolts, 60 per cent.; square nuts, 4½c. per lb. off list; hexagon nuts, 4¾c. per lb. off list; tire bolts, 67½ per cent.; stove bolts, 67½ per cent.

COTTERPINS—We quote: 55 per cent. off English list, or, according to American list, all sizes but ¾ in. wire, 80 per cent. off, and ¾ in. wire, 70 per cent. off.

RIVETS—Small amounts are moving. The discount on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE—Cotton cordage maintains its firm value at the advance. Sash cord has been marked up a little this week. Manila is still worth 12¾c., and sisal, 8¾c.

SPADES AND SHOVELS—Fall business in spades and shovels is of fair volume. The discount is 40 and 5 per cent.

TACKS—A good trade is being done. As base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—The market is unchanged. The jobbing trade continues active at prices ranging from \$17 to \$24, as to brand, ex wharf.

CEMENT—Business has fallen off considerably, but prices are unchanged. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10 per bbl.

METALS.

It is not expected that the metal market will gather activity until the elections are over. This week the feeling is more hopeful than for some weeks past; bar iron has paused in its downward course, and we hear of good prices offered for scrap iron.

PIG IRON—The market has not gained

RUSSIA IRON

Genuine and Imitation.

CANADA PLATES

Ordinary and All Polished.

SHEET ZINC "V.M." Brand SANDERSON'S CAST STEEL.

In stock at Montreal. Close prices to
wholesale buyers.

A. C. LESLIE & CO.

AGENTS, MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDOUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

PIG TIN
INGOT COPPER
LAKE COPPER
PIG LEAD
SPELTER
ANTIMONY

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Our Big Four.

Elastilite Varnish.

Granitine Floor Finish.

Maple Leaf Brand Liquid Coach Enamel.

Maple Leaf Brand Varnish Stain.

Big because no other store lines sell as fast.

Big because of the satisfaction to be obtained by their use.

Big because, being satisfied, your customer comes back for more, which results in your having a big sale for them, a bigger turnover in your business and a bigger balance to your credit in the bank at the end of the year.

Write For Descriptive Catalogue.

- Manufactured only by -

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT.

JOHN BOWMAN
HARDWARE & COAL CO.,

....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz.:

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

in activity and few lots are changing hands. Canadian pig is worth \$19 to \$20 and Summerlee \$24 to \$25.

BAR IRON—Bar iron seems to have reached rock bottom, for prices are well maintained this week. Dealers are selling at \$1.60 to \$1.65.

BLACK SHEETS—Black sheets are moving freely at \$2.95 for 8 to 16 gauge.

GALVANIZED IRON—Orders for galvanized iron are numerous. We quote as follows: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—The market is steady with the ruling price 17 1/2c.

INGOT TIN—London and New York markets are easy and dull. There is the usual trade doing here at 34 to 35c.

LEAD—The situation is firm. The base is \$4.75.

LEAD PIPE—A good quantity is moving. We quote: 7c. for ordinary and 7 1/2c. for composition waste, with 15 per cent. off.

IRON PIPE—It seems to be a good time to buy iron pipe, and many are taking advantage of the opportunity. We quote as follows: Black pipe, 1/4, \$2.80 per 100 ft.; 3/8, \$2.80; 1/2, \$2.80; 3/4, \$3.05; 1-in., \$4.35; 1 1/4, \$5.95; 1 1/2, \$7.10; 2-in., \$9.45. Galvanized, 1/2, \$4.90; 3/4, \$5.40; 1-in., \$7.35; 1 1/4, \$9.75; 1 1/2, \$11.70; 2-in., \$15.75.

TIN PLATES—A fair number of transactions have been made. We quote: Coke, \$4.50; charcoal, \$4.75.

CANADA PLATE—The market shows no change this week. We quote: 52's, \$2.90;

60's, \$3; 75's, \$3.10; full polished, \$3.75, and galvanized, \$4.60.

TOOL STEEL—There is no change to note. We quote: Black Diamond, 8c.; Jessop's 12c.

STEEL—The feeling is firm. We quote as follows: Sleighshoe, \$2.00; tire, \$2.10; spring, \$3.10; machinery, \$3 25, and toe-calk, \$2.75.

TERNE PLATE—A good business continues to be done at old prices. We quote \$8.50.

SWEDISH IRON—Unchanged at \$4.25.

COIL CHAIN—Business is of small proportions. Values remain as they were last week. We quote: No. 6, 11 1/2c.; No. 5, 10c.; No. 4, 9 1/2c.; No. 3, 9c.; 1/4-inch, 7 1/2c. per lb.; 5-16, \$4.60; 5-16 exact, \$5.10; 3/8, \$4.20; 7-16, \$4.00; 1/2, \$3.75; 9-16, \$3.65; 5/8, \$3.35; 3/4, \$3.25; 7/8, \$3.20; 1-in., \$3.15.

SHEET ZINC—There is no change to note. The price is still 6 1/4 to 6 1/2c.

ANTIMONY—Unchanged at 10 1/2c.

GLASS.

A fair trade continues to be done in glass at unchanged figures. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

The market for linseed oil is very strong; in fact, during the past week, there has been quite a flurry, and a nervous anxiety shown to buy all that was within reach. The price for seed in Chicago has been

going up by leaps and bounds, and the figures in England for oil are at least 10c. per gal. higher than they were only a few weeks ago. Values advanced 10c. in the United States last week. Locally, there is a good, healthy demand. Moreover, linseed oil has stimulated the whole autumn trade. Turpentine is also firm. Supplies are coming forward freely and are being consumed pretty rapidly in varnish-making and other industries. The warm weather has induced a better demand for white lead and painting material of all descriptions. The grinders and manufacturers anticipate a good healthy turnover right into November, to the close of navigation. We quote:

WHITE LEAD—Best brands, Government standard, \$6.50; No. 1, \$6.12 1/2; No. 2, \$5.75; No. 3, \$5.37 1/2, and No. 4, \$5, all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.25; in kegs, \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6 1/2c.; in oil, pure, 9c.; No. 1, 7 1/2c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 80c.; boiled, 83c., five to nine barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 61c.; two to

four barrels, 60c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL— $8\frac{3}{4}$ to $9\frac{1}{4}$ c. in wholesale lots, and $\frac{1}{2}$ c. additional for small lots.

SEAL OIL— $47\frac{1}{2}$ to 49c.

COD OIL— $32\frac{1}{2}$ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. for colored, and 6 to $7\frac{1}{2}$ c. for white oakum, $5\frac{1}{2}$ to $6\frac{1}{2}$ c., and cotton oakum, 10 to 11c.

PETROLEUM.

Business maintains its fall proportions, and large shipments are being made. We quote: "Silver Star," 15 to 16c.; "Imperial Acme," $16\frac{1}{2}$ to $17\frac{1}{2}$ c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

The market shows no great change. The receipts are going rapidly into tanners' hands and there is no surplus stock. We quote: Beef hides, No. 1, 8c.; No. 2, 7c.; calfskins, No. 1, 8c.; No. 2, 6c.; lambskins, 70c. to 75c. each; sheepskins, \$1.05 each.

ONTARIO MARKETS.

TORONTO, October 26, 1900.

HARDWARE.

TRADE is in a fairly satisfactory condition. Some idea of this can be gathered from a walk through the shipping rooms of the wholesale houses. The orders that are going out are not large as a rule, but they are decidedly numerous. Among the shipments that are going out are quite a number to the Northwest Territories and British Columbia. The shipments cover a good assortment of seasonable lines. A feature of the trade is the large number of letter orders which are coming to hand. Probably the majority of the orders which are being received from distant points are by letter. There have not been a great many changes in prices, but there have been some. Cotton rope and twine still have an upward tendency, and prices are being marked up. Feather dusters is another line upon which new prices have been issued. Sisal and manila rope are both lower by $\frac{1}{2}$ c. per lb. The discount on shoe tacks has been increased. The general trade outlook appears to be improving, and there is more confidence in regard to prices in both Canada and the United States.

BARB WIRE—There are just a few bundles going out, and local stocks are quite light. We quote \$3 from stock, and \$2.85 f.o.b. Cleveland, for carlots, and \$2.95 in less than carlots.

GALVANIZED WIRE—Little or nothing is being done in this line. Prices are as before. From stock, Toronto, we quote: No. 5, \$4.42 $\frac{1}{2}$; Nos. 6, 7 and 8 gauge, \$3.75; No.

9, \$2.90; No. 10, \$3.90; No. 11, \$4.95; No. 12, \$3.15; No. 13, \$3.25; No. 14, \$4.30; No. 15, \$4.90; No. 16, \$5.05. The f.o.b. price Cleveland for Nos. 6 to 9 base is \$2.70 in less than carloads, and \$2.60 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—Oiled and annealed wire is without demand, and only a small business is to be noted in hay-baling wire. The base price is \$2.80. per 100 lb.

WIRE NAILS—Although the orders are not large business is improving and both jobbers and manufacturers are well employed, although there is no necessity for working overtime. Advices from the United States report that the demand over there for wire nails is brisk. The price of wire nails in Canada is unchanged at \$2.85 per keg for less than carlots and \$2.75 for carlots.

CUT NAILS—Business in cut nails is still only limited, with the base price unchanged at \$2.35 per keg.

HORSE SHOES—Quite a few of these are

Our "Halitus"

VENTILATOR OR
CHIMNEY COWL.

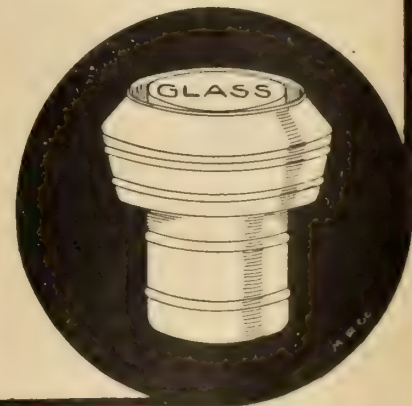
Made from GALVANIZED STEEL OR SHEET COPPER.

A THOROUGHLY storm-proof Ventilator, with a positive upward draft under all conditions, that exhausts more cubic feet of air per minute than any other.

It has no down draft, and can't get out of order. Made with Glass Tops to admit light, if desired.

If you want to know of a Ventilator that really ventilates, read up the "Halitus" in our Catalogue.

METALLIC ROOFING CO.,
LIMITED,
WHOLESALE
MANUFACTURERS,
TORONTO, CANADA.



going out in a small way. We quote as follows, f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

HORSE NAILS—Business is fairly good in small quantities. Discount, 50 per cent. on standard oval head and 50 and 10 per cent. on Acadia.

SCREWS—Trade is keeping up well and some fairly good sized orders are going out. We quote prices as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, $67\frac{1}{2}$ per cent.; flat head bronze, $67\frac{1}{2}$ per cent.; round head bronze, $62\frac{1}{2}$ per cent.

BOLTS AND NUTS—The demand for stove bolts is brisk, but in tire bolts business is rather flat. We quote: Carriage bolts (Nor-

way), full square, 70 per cent.; carriage bolts, full square, 70 per cent.; common carriage bolts, all sizes, 65 per cent.; machine bolts, all sizes, 65 per cent.; coach screws, 75 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 65 per cent.; bolt ends, 65 per cent.; nuts, square, 4½c. off; nuts, hexagon, 4¼c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

RIVETS AND BURRS—In iron rivets, a good business is being done, and there is a seasonable demand for copper rivets. Discount, 60 and 10 per cent. on iron rivets; iron burrs, 55 per cent.; copper rivets and burrs, 35 and 5 per cent.

WINTER SPECIALTIES—The demand keeps up well for coal hods, stove boards, elbows, stovepipes, oil cans, axes, axe handles, snow shovels, etc.

ROPE—Cotton rope is still decidedly firm, while manila and sisal rope, on the other hand, are ½c. per lb. lower. Business in rope is fairly good, on account of lumbermen ordering their winter supplies. The base price of sisal now is 8c., and for manila 12c. per lb. Cotton rope we quote as follows: 3-16 in. and larger, 16½c. per lb.; 5-32 in., 21½c., and ¾ in., 22½c.

COTTON TWINE—This is still firm, and we quote 3 ply at 20c. and 4-ply at 26c.

FEATHER DUSTERS—The jobbers have been advised of a change in the list of prices of standard feather dusters. The list is now as follows: No. 10, \$8; No. 11, \$9; No. 12, \$10.50; No. 13, \$12; No. 14, \$14; No. 15, \$15; No. 16, \$16.50; No. 18, \$19. Discount 60 per cent.

PADLOCKS—On some lines of American padlocks, on which the prices have been cut, a slight advance of about 5 per cent. has just been made.

SHOE TACKS—The discount on shoe tacks has been changed. It is now 57½ per cent. instead of 55 formerly.

POULTRY NETTING—Although the discount on poultry netting in small lots for shipment from stock is still 40 and 5 per cent., prices for next season's trade will be lower than present figures.

BUILDING PAPER—A good trade is still being done in building paper, but there is a continued scarcity in straw sheet.

SPADES, SHOVELS AND SCOOPS—The demand is fairly good for all these lines, and quite a few small shipments are going out.

SPORTING GOODS—Skates and hockey sticks are beginning to move out and nice orders are coming in every day for guns, rifles and ammunition, most of the shipments to be made by express.

CUTLERY—Trade in this line is improving, and nice sorting-up orders are going out.

ENAMELED WARE—Trade in this line is quiet, and the same can be said of tinware.

STOVES AND FURNACES—The activity noted last week has been maintained, quite a number of stoves and furnaces having been shipped during the week.

HORSE BLANKETS—Quite a nice business is being done, but some difficulties are being experienced in securing supplies.

CEMENT—There is a rush to complete contracts, so the movement is unusually heavy. Prices are unchanged. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

SAD IRONS—Owing to competition another reduction is announced in Mrs. Potts sad irons. The price is now 70c. for No. 55 for polished, and 75c. for No. 50 nickle-plated.

WASHERS—We omitted to note last week that a reduction had been made in the price of wrought iron washers. The discount is now 40 and 5 per cent.

METALS.

A better feeling prevails in regard to pig iron, and advices from the United States report a brisker business. Prices also appear to be steady. Pig tin has ruled weak, but local quotations are without change; in fact, in metals all our quotations are about the same as a week ago.

PIG IRON—The feeling in regard to pig iron is rather more satisfactory than it was. From the United States come advices of an improvement in the demand, some good orders having been placed.

BAR IRON—Quite a little bar iron has been moving during the past week. For large lots the ruling price is \$1.60 per 100 lb. base, and for ordinary lots the idea is \$1.65.

STEEL—A fairly good business is being done and prices are steady.

PIG TIN—The outside markets have been weak and irregular, but locally no change is to be noted, 35c. still being quoted for ordinary lots and 34c. for quantities. Although there has been some improvement in business the demand is of a hand-to-mouth character.

TINPLATES—A fairly good trade has been done during the past week in charcoal plates, and in coke plates the demand has been moderate.

TINNED SHEETS—Trade has been a little more active. Wholesalers are beginning to seek orders for the spring trade, but report that so far not much business has been booked. We quote 28 gauge at 9 to 9½c. per lb.

TERNE PLATES—A few inquiries have been heard, but they have led to little or

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery.
6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by
all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

BALL BEARINGS

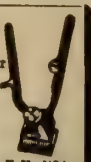


Largest Variety,
Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and
Sheep-Shearing Machines.

WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Washn., D.C., U.S.A.



Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS, LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many quantities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

no business. We quote 20 to 28 gauge at 9c.

BLACK SHEETS—Trade is fairly active in both large and small lots. We quote the base price at \$3.40 per 100 lb.

GALVANIZED SHEETS—There is a fairly good movement in this line, and the manufacturers in the United States are so busy that importers complain that they have difficulty in getting prompt shipment from them. This is naturally giving prices a steadier tone. We quote English sheets at \$4.85, and American at \$4.50. A few orders are being booked for importation early in the New Year.

CANADA PLATES—Trade is better than it was a week ago, and fair quantities are now moving. We quote: All dull \$3.15; half polished \$3.25; and all bright \$3.85 to \$4.

IRON PIPE—The demand for iron pipe continues fairly good, and prices rule at quotations. We quote as follows: $\frac{1}{4}$ inch, \$3.30; $\frac{3}{8}$ inch, \$3.15; $\frac{1}{2}$ inch, \$3.10; $\frac{3}{4}$ inch, \$3.35; 1 inch, \$4.80; $1\frac{1}{4}$ inch, \$6.60; $1\frac{1}{2}$ inch, \$7.90; 2 inch, \$10.40; $2\frac{1}{2}$ to 6 inch the discount is 55 on ordinary lots and 55 and 10 on large lots.

LEAD PIPE—Business is fairly good. We quote 7c. per lb. with discount 15 per cent., f.o.b. Toronto.

PIG LEAD—Trade is fair at 5 to $5\frac{1}{4}$ c. per lb.

SOLDER—A fair business is to be noted. We quote half-and-half, 21 to 22c.; refined, $20\frac{1}{2}$ to 21c.; wiping, 20 to $20\frac{1}{2}$ c.

COPPER—The demand for ingot copper is good, and a fairly satisfactory trade is still to be noted in sheet copper. We quote ingot at 19 to 20c.; bolt or bar at $23\frac{1}{2}$ to 25c.; and sheet at 23 to $23\frac{1}{2}$ c.

BRASS—Trade has been fairly active in brass during the past week. Discount on rod and sheet, 10 per cent.

ZINC SPELTER—Trade in this line is quiet. We quote 6 to $6\frac{1}{2}$ c. per lb.

ZINC SHEET—The demand continues good. We quote: $6\frac{3}{4}$ to 7c. for cask lots, and 7 to $7\frac{1}{2}$ c. for part casks.

ANTIMONY—There has been some movement in this line during the past week. We quote 11 to $11\frac{1}{2}$ c. per lb.

PAINTS AND OILS.

There has been a considerable revival in the general movement of goods. The volume of business is now much greater than usual at this time of year. Prices are firm throughout. Linseed oil is stiff, as the United States and English markets have advanced considerably during the last few days. Canadian manufacturers have also raised their quotations. The wholesale dealers have followed suit with the carlot price, which is now 2c. higher than a week ago. Quotations on smaller lots have not yet been affected. Turpentine is also advancing in the primary market, and a rise of 2c. is noted here for all quantities. Other goods are unchanged. We quote:

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETE," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

GLAZIERS' DIAMONDS

of every description.
Reliable Tools at low prices.



A. SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

WHITE LEAD—Ex Toronto, pure white lead, \$6.62 $\frac{1}{2}$; No. 1, \$6.25; No. 2, \$5.87 $\frac{1}{2}$; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to $7\frac{1}{2}$ c.

ORANGE MINERAL—Genuine, 8 to $8\frac{1}{4}$ c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to $10\frac{1}{2}$ c. per lb. and $10\frac{1}{2}$ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 82c.; boiled, 85c.; 5 to 9 barrels, raw, 81c.; boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 63c.; two to four barrels, 62c., to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The continuance of the high prices in Belgium has at last affected prices here, and an advance is made on all lines. Stocks are said to be scarce and the output in Belgium is limited by strikes. As the advance has been prophesied several times in this paper the demand during the past

week or two has been excellent. We quote first break locally: Star, in 50-foot boxes, \$2.20, and 100-foot boxes, \$4.25; double diamond under 26 united inches, \$6, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

COAL.

The strike is reported to have been settled, and there is every indication that the miners will return to work in a few days. In the meantime there is nothing doing in a wholesale way.

PETROLEUM.

There is no change. The movement is heavy. We quote as follows: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, $17\frac{1}{2}$ c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

MARKET NOTES.

Mrs. Potts sad irons are 5c. per set lower.

Sisal and manila ropes are both quoted $\frac{1}{2}$ c. lower.

A new list has been issued on standard feather dusters.

Shoe tacks are lower, the discount now being $57\frac{1}{2}$ per cent.

Wrought iron washers are lower, the discount being increased to 40 and 5 per cent.

THE NEW GLASS LIST.

The new price list on window glass adopted by Toronto jobbers on Friday this week is as follows:

Size United Inches.	Star		D. Diamond	
	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
Under 26	2 20	4 25	....	6 25
26 to 40	2 40	4 65	....	6 75
41 to 50	5 10	....	7 30
51 to 60	5 35	....	8 30
61 to 70	5 75	....	9 75
71 to 80	6 25	....	11 25
81 to 85	7 00	....	12 50
86 to 90	7 75	....	15 00
91 to 95	17 50
96 to 100	20 50

The terms are 4 per cent. off, 30 days; the ordinary discount 25 per cent. from pane price list.

MANITOBA MARKETS.

WINNIPEG, October 22, 1900.

HARDWARE.

THERE is little change to report. Business is quiet but fairly steady. In nails and wire there is an easier market, but so far actually lower quotations are not given by any house in the trade here. In ammunition there will be a change in the very near future, possibly also in powder and shot. In paint, oils and glass the business for the week has been good. Prices are steady and without change.

Price list for the week is as follows:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire.	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 95
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4.50 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, IC charcoal, 20 x 28, box	10 75
IX	12 75
IXX	14 75
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	3 90
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	9 25
" 3/4	9 35
" 1/2 and 5-16	10 25
Manila, 7-16 and larger	15 00
" 3/4	15 50
" 1/2 and 5-16	16 00
Solder	22
Cotton Rope, all sizes, lb.	15
Axes, chopping	\$ 7 50 to 12 00
" double bits.	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round "	70 p.c.
Flat " brass.	70 p.c.
Round "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.

Rivets, iron.	37 1/2 p.c.
Copper	33 1/2 p.c.
Spades and shovels.	40 p.c.
Harvest tools.	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 75
No. 1.	1 25
Steel sleigh shoe.	3 00
" spring	3 25
" machinery.	3 75
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.	30 p.c.
" military.	15 p.c.
American R.F.	40 p.c.
C.F. pistol.	10 p.c.
C.F. military.	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge.	16 50
chilled, 12 gauge.	18 00
soft, 10 gauge.	21 00
chilled, 10 gauge.	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	7 25
Chilled.	7 50
Powder, F.F., keg.	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned.	75 and 2 1/2 p.c.
plain.	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.

PETROLEUM.

Water white American	25 1/2 c.
Prime white American	23c.
Water white Canadian	22c.
Prime white Canadian	20c.

PAINTS, OILS AND GLASS

Turpentine, pure, in barrels.	\$ 70
Less than barrel lots	75
Linseed oil, raw	84
Boiled	87
Oils, clear machine oil.	30 1/2
Black oil	25 to 30
Cylinder oil (according to grade)	53 to 78
Harness oil.	65
Neatsfoot oil.	\$ 1 00
Steam refined oil.	85
Sperm oil.	2 00
Castor oil.	per lb. 11
Glass, single glass, first break, 16 to 25	
united inches	2 50
26 to 40.	per 50 ft. 2 75
41 to 50.	6 00
51 to 60.	6 50
61 to 70.	per 100-ft. boxes 7 00
Putty, in bladders, barrel lots.	per lb. 2 1/2
kegs.	2 3/4
White lead, pure.	per cwt. 7 25
No. 1.	7 00
Prepared paints, pure liquid colors, according to shade and color.	per gal. \$1.30 to \$1.90

NOTES

The president of the N.W.C.T.A., has returned from an extended trip in the Kootenay country and reports everything very good in the West.

The McClary Manufacturing Co. are putting a new stove on the market this season called "McClary's Hot Blast Heater," which is especially adapted for this country. It burns either wood or coal, and the smoke passes through the fire.

David Philp, who was Queen's printer under the Greenway Government, has assumed control of the Remington Typewriter Agency here, and will operate it in connection with agencies of several Eastern hardware and manufacturing firms.

R. Buchanan and Wm. Penstone, late of J. Henderson's hardware store, Barrie, Ont., have opened a new store in the same town. Both have had long experience in business.

A CHANGE IN A FIRM.

S. D. Waterman, of Waitsfield, Vt., and R. J. Hunt, of Barton, Vt., have bought an interest in the Rock Island Hardware Co., Mr. H. L. Wheelock retiring from the firm. The True & Blanchard Co. still retain an interest in the business which will be continued under the management of Waterman Hunt.

The books of the old firm are closed, and all accounts must be paid before November 1, 1900. Accounts are to be paid to H. L. Wheelock, who will be at the Rock Island Hardware Co.'s store, or to True & Blanchard Co., Newport, Vt.

A big deposit of iron ore is reputed to have been discovered by Dan O'Connor, a Sudbury, Ont., prospector.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

WANTED

HARDWARE SALESMAN, apply, stating experience and salary expected, to J. S. MOIR, Arnprior, Ont. (44)



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Drill Hall, London, Ont.," will be received at this office until Monday, 5th November, for the construction of a Drill Hall at London, Ont.

Plans and specification can be seen and form of tender and all necessary information obtained at this Department, and on application to W. Greer, Caretaker, Customs House, London, Ont.

Persons tendering are notified that tenders will not be considered unless made on the form supplied and signed with their actual signatures.

Each tender must be accompanied by an accepted cheque on a chartered bank, made payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the party decline to enter into a contract, when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

JOS. R. ROY,

Acting Secretary.

Department of Public Works,
Ottawa, 20th Oct., 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (43)

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

McLachlan, Dougall & Co
Fine Varnish & Japan
Manufacturers.
Montreal
Price Lists on application

THE MERCHANT'S EVENING.

“**E**VERY business man of common sense knows, whether he chooses to acknowledge it or not, that the farther away he gets in the evening from his commercial associations during the day, so that his business associates or thoughts of it or them cannot get at him, the healthier he is, the wiser life he leads; in short, the better off he is in every respect, and the abler for the duties of the morrow,” writes Edward Bok, of “The American Man and the Country.”

“Now, what does he get in the city in the

evening, even if he lives a carefully regulated life? There is no mode of life he can possibly follow which is in any way recuperative to his mental or physical being. He has never been out of hearing of the noises of the city or out of range of its lights. Every night he has slept in the polluted air of the city, and in the morning has looked out on the grey sidewalks which he sees all day long. What does such a man know of the exhilarating, refreshing and blood-quickenng experience of opening the shutters of his chamber window upon a landscape of space and sunshine? And what is

far worse, what do his wife and children know of such a blessing? Yet, he deludes himself into the belief that he must live in the city so as to be ‘in touch with things.’

“If you ask him what those ‘things’ are you invariably discover that they are of a business nature, either strictly business or some social convention which he feels has a bearing on his business. But it is always business, business! Now, a man living under this pressure rarely does his best work, although he fully believes that he is doing it. But he cannot be giving out the best, because he does not allow the best to get within him.”

The Toronto Silver Plate Co., Limited

SILVERSMITHS AND MANUFACTURERS OF
ELECTRO SILVER PLATE.



ILLUSTRATIONS OF A FEW NEW DESIGNS IN PEPPER AND SALT SETS.

Factories and Salesrooms, King Street West, - TORONTO, CANADA.

E. G. GOODERHAM, Managing Director.

CATALOGUES, BOOKLETS, ETC.

THE D. MOORE CO.

WE have received a copy of The D. Moore Co.'s catalogue for 1900, and it certainly is one of the finest catalogues we have seen. It is printed on coated paper, and illustrated with a high class of half-tone engravings. There are 75 double-sized pages fully describing all the lines made by this firm, and pointing out the many good features of their output. The engravings, which are the reproductions of photographs of the stoves themselves, indicate a pleasing and up-to-date style of ornamentation, and show that great care has been exercised in selecting the various designs.

A new feature in a work of this kind is a short epitome of the history of the firm, which was established as far back as 1828 by the late Edward Jackson, and it is quite interesting to notice the many changes that have taken place in this country in that time, and the developments that have been made in business methods.

Amongst the stoves manufactured by the company, particular attention is devoted to a complete line of ranges called the "Home Treasure," which they make in various styles and sizes. These goods embody most practical ideas in modern stove construction, while the design of this line of ranges is most pleasing and artistic.

The catalogue also shows a complete line of ranges, from the low-priced four-hole range, the "Superior," up to the very finest "Home Treasure" and "Happy Home" ranges, which are so well known to the trade.

They also have a beautiful line of cook-stoves, the principal among which are the "New Bermuda" and "New Florida"—excellent stoves. It is claimed that the "New Bermuda" is a standard of high-class wood cooks.

In addition to the above, there is also shown a magnificent display of base burners and other heating stoves, prominent amongst which is the "Crown Treasure," an entirely new stove for 1900. This stove is beautifully artistic in appearance and has an entirely new style of rotating grate which is easily operated and will not waste coal. It is claimed that its flue construction is different from any other stove, the heat being forced towards the outer surface to base, and it is said making a powerful heater and unusually good baker.

Another good feature in the catalogue is a detailed list for ordering parts, together with sectional views of the different classes of stoves, on which the parts are numbered, to correspond with the numbers on the list of pieces. There are also detailed instructions for setting up stoves and ranges, showing all the necessary points to be observed in doing this important part of the work; also general directions for burning anthracite coal in cook stoves and ranges, and giving directions as to how the different dampers should be operated under various conditions.

They have a large stock of cuts of the various stoves, suitable for advertising in the newspapers, any of which will be forwarded to their customers on application.

Admits of no Argument!

LIQUID PAINTS

In friendly competition the established brands of the **CANADA PAINT COMPANY, Limited**, are for sale all over the Dominion.



The Canada Paint Company's "ELEPHANT"
 The Canada Paint Company's "PRISM"
 The Canada Paint Company's "STAG"
 The Canada Paint Company's "RED CROSS"
 The Canada Paint Company's "DIAMOND"
 The Canada Paint Company's "BUFFALO"
 The Canada Paint Company's "VICTORIA"
 The Canada Paint Company's "KHAKI"

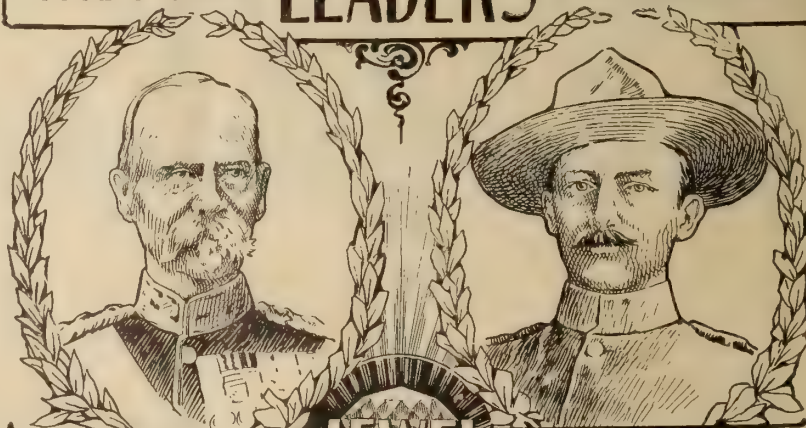


TRADE MARKS ARE REGISTERED.

We have unequalled facilities for shipping Paints and Varnishes in any quantity and at short notice.

The Canada Paint Company, Limited.

THEY ARE LEADERS IN THEIR LINE



SO ALSO ARE JEWEL STOVES & RANGES

The

Manufactured by

Burrow, Stewart & Milne Co.

... Limited

HAMILTON, ONT.



NEW CATALOGUE now ready.

Above cut will be sent to any customer for advertising in local papers.

HENRY ROGERS, SONS & CO.,

SHEFFIELD, ENGLAND

Manufacturers of the celebrated



HRS & CO

UNION JACK CUTLERY

We make a specialty of

PLATED WARE,
FRUIT KNIVES, ETC.Our Canadian Representative carries a full line
of samples.

Canadian Office:

6 St. Sacrament St., MONTREAL.

F. A. YORK, Manager.

LANTERN GLOBES

COLD BLAST.



Best Quality.

Fit Any Lantern.

1, 3 AND 6 DOZ. IN A CASE.

E. T. WRIGHT & CO.
HAMILTON, ONT.

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

B. B. Wrought Ornamental Pipe Straps.

(PATENTED)

MADE ALSO IN MALLEABLE IRON.

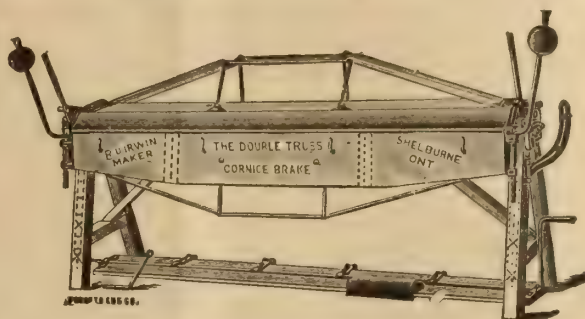
These are a distinct advance over the old plain straps, being much stronger and
neater.

Write for Catalogue and Prices.

BERGER BROS. CO.

Tinnery and Roofers' Supplies,

PHILADELPHIA.

Factory at
Germantown Junction.Office and Stores,
231 and 237 Arch Street.This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra
if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELBURNE, ONT.

The Latest and Best.

H. & R. Automatic Ejecting Single Gun.

Model
1900.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.
Descriptive Catalogue on request.

STEVENS ...FINE TOOLS

No. 58
PRICE \$2.00.We make a perfect line
of

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool
Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools.
It is also a valuable hand-book of information for mechanics and people
interested in such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT

TWIN MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HEATING AND PLUMBING

SANITATION OF DWELLING HOUSES.

THE sanitation of the interior of dwelling houses where the house drains and service pipes are directly connected with the sewer, as commonly practised in France, says The Improvement Bulletin, was the subject of a report presented by M. M. Lacau, architect, vice-president of the Sanitary Engineers and Architects of France, and L. Masson, engineer of the Sanitation Works of the Seine, and also another report, from the English point of view, presented by Mr. Roechling, sanitary engineer, Leicester, at the recent International Congress of Hygiene, at Paris.

THE MAIN FEATURE

of the French report was the rejection of the disconnecting trap from the system of domestic drainage in favor of direct connection of the whole system with the public sewer, and the use of house pipes as ventilators for the sewers. It was stated that the disconnecting device was introduced into English methods in consequence of defects in the sewers in England, which permitted of the formation of foul accumulations which emitted sewer gas that would be dangerous if admitted into a house. The effectiveness of the disconnecting trap for the purpose of keeping out of the house dangerous gases was denied by the French report, the denial being based upon the results of experiments made some years ago by the Sanitary Institute.

According to this report the experiments of the Sanitary Institute proved that from 20 TO 60 PER CENT. OF FÆCAL MATTERS was left in the traps after flushing, only from 40 to 80 per cent. of the solid matters contained in water closet waste finding its way into the public sewer. MM. Lacau and Masson therefore recommended the suppression of disconnecting traps, and demand that in all cases the house drains and pipes should be directly connected with the sewers, the only precaution necessary being to carry above the roof a pipe with which the whole system of pipes should be connected so as to form a ventilation conduit for both the sewer and the house drains. The

CHIEF OF THE EIGHT CONCLUSIONS

set out in the report is the seventh, which ran thus: "The conduits (canalization) of a house comprise the waste pipes, rain pipes and house drain which connects them to the

sewer. This drain, laid with the utmost fall available, is directly connected with the public sewer without the intervention of a siphon (trap). The rain pipes connected with the system are prolonged above the roof to insure the ventilation of the whole system."

The eighth conclusion specially concerns the plumber. It runs thus: "8. The plumbing work both for the waste water drawn off from the closets, the supply of potable or other water, and for the interior of the house ought to be the object of especial care. The plumbing arrangements ought to be such that the service of water pipes (joints, branches, etc.), as well as the hydraulic apparatus (tanks, flushing apparatus, basins, syphons, traps, etc.), the rain pipes and waste pipes, shall be completely protected from frost."

In the long discussion that followed (after the report of Mr. Roechling had also been read) strong objection was taken by Mr. Roechling, A. Smith and Mons. Symons (engineer), delegates from Holland, to the statements made with regard to the disconnecting system as generally practised in England. Mr. Roechling denied that

THE SEWERS IN ENGLAND

(except in certain of the older parts of London, where they were not so good as might be wished) were defective. The modern sewers (the majority) were as good as they could be made, and were as well, if not better, managed than in other countries. Unjustifiable deductions had been drawn from the accounts published of the experiments made by the Sanitary Institute. It had been stated in the paper that 50 per cent. of the solid matters remained in the intercepting trap, but it had not been stated that the position of the water closet with which they had been made was equivalent to that of a water closet placed in the cellar. If in England we lived in houses of five or six storeys, containing from 60 to 100 persons each, with an allowance of 60 gallons of water per day, the flush would be so great that nothing at all would be left in the trap. It would be more just to cite the experiments of the Sanitary Institute as an argument in favor of the use of disconnecting traps rather than against it.

The report of Mr. Roechling, a resume of which was subsequently read by the author in French, presented the following conclu-

sions, which, after a brief consideration, were passed over without any resolution being taken on them:

1. The end and object of the systematic drainage of a house is to endow it with a good system of water supply and discharge for waste water.

2. The object will be the most certainly attained where the following essential rules are strictly observed:

(a) To exclude from the interior of our houses all sewer gas, to avoid pollution of the soil by fæcal matter or waste water, to prevent the generation of deleterious gases in the soil and in the air below and around our houses; (b) To discharge as rapidly and completely as possible into the public sewer all fæcal matter and waste water produced.

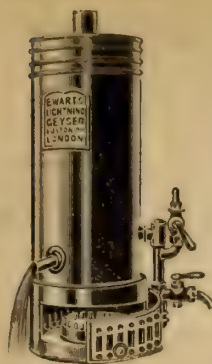
The application of these two essential rules necessitates, (a) an intercepting trap; (b) a disconnecting trap for the exclusion of gas; (c) a trap for the interception of solid matters, other than those from the water closet; (d) a proper system of ventilation; (e) a flushing tank for each water closet; (f) pipes that are air tight and water tight; (g) the employment of proper materials for the pipes; (h) the proper dimensions and thicknesses for all pipes; (i) sufficient fall to insure automatic cleansing; (j) junctions with very obtuse angles; (k) proper construction of water closets, baths and other sanitary appliances; (l) facility of access to all pipes for inspection and testing; (m) sufficient flush for all closets and baths; (n) periodical visitation and cleansing when necessary.

SOLDERING BY THE USE OF WAVES.

A brand new idea in methods of soldering has recently been patented by a resident of Berkeley, California, William H. Smyth, who appears to have completely protected the idea in its broadest aspect.

He aims to provide a machine in which the solder bath is agitated to form waves of suitable shape and dimensions and placing the articles to be soldered against the waves.

For instance, in soldering the top and bottom joints of cans he provides a machine having a series of end-wise clamps arranged in a circle on a rotary frame over an annular soldering bath and means for raising and lowering the cans held in the clamps toward and from the solder surface. The rotary frame is also provided with devices arranged



**HOT WATER
INSTANTLY,
NIGHT OR DAY.**
Boiling Water
in a Minute.
Hot Bath When Wanted

**EWART'S
"LIGHTNING"
GEYSER**

FOR GAS OR OIL.
346 EUSTON ROAD,
LONDON, ENGLAND.
Illustrated Price List Free.



HEATING GOODS

Cast Iron Fittings and
Appliances.

Manifolds made.

Steam Traps,
Thermometers, etc.

The JAS. MORRISON BRASS MFG.
CO., Limited
... TORONTO.

*Standard Paint & Varnish Works
Limited
Makers of High Grade
Varnishes, Lacquers,
Paints, Colors & Enamels.
Windsor, Ont.*

Portland Cements

BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.
Also Razors, Strops, Glass Cutters, Etc.

Write for new Catalogue.

Hardwood CHARCOAL in Bulk or Sacks. WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by..

THE STANDARD CHEMICAL CO., Limited

Factories { Fencelon Falls.
Deseronto.

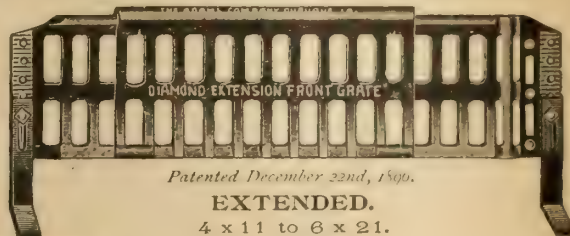
Gooderham Building, TORONTO

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.



Patented December 22nd, 1890.

EXTENDED.
4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
A. R. WOODYATT & CO., Guelph, Ontario.

LEADER CHURN

New Century Improvements.

FOUR DIFFERENT STYLES:

- A—Steel Frame with double reversible Steel Lever.
- B—Wood Frame with double reversible Steel Lever.
- C—Steel Frame with Crank.
- D—Wood Frame with Crank.

Styles A and B may be operated from a sitting
or standing position.

Steel Frames and Hoops beautifully ALUMINIZED.
ALL LEADER CHURNS are equipped with BICYCLE BALL
BEARINGS and PATENTED CREAM BREAKERS.
Stands are so constructed that they are particularly strong
and rigid, and there is nothing to interfere with the
placing of pail in the most convenient position for drain-
ing off buttermilk.

It Pays to Have the Best. None are Better Than the Leader.

THE
Dowswell Manufacturing Co.
Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son, Montreal, Que.



Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

TRADE



MARK

to operate in front of each can as it is carried over the bath and form waves upon the surface of the bath, these waves being arranged to come in contact with the rotating can at the joints to be soldered. A suitable means is provided for wiping the excess from the cans and for cooling them after they have passed the bath.

SOME BUILDING NOTES.

PLANS are now being prepared for a modern building to take the place of the Hotel Vancouver, in Vancouver. The C.P.R. are behind the enterprise. The Leland House, Hastings street, Vancouver, is also to be remodelled.

J. C. Starr is building a new house in Qu'Appelle, N.W.T.

S. Salmon is building a double tenement house at Avonmore, Ont.

The Presbyterians of St. Andrews, N.B., are erecting a new manse.

The corner stone of a new Congregational church was laid at Waterville, Que., last week.

Plans of the new post office to be built at Deseronto, Ont., are being shown in that town.

The Anglicans of Calgary intend erecting a residence for their rector, Rev. H. E. Whalley.

Harris, Campbell & Boyden have been incorporated, with \$75,000 capital, to erect and operate a large furniture factory in Ottawa.

The Episcopalians residents of Norwood, Man., have decided to erect a church of their own, and the building operations started last week.

The contracts for the big works of The Grey and Bruce Portland Cement Co., Limited, and for the factory of the Owen Sound Basket Manufacturing Co., Limited, have been let.

The hospital building committee of Victoria Hospital, London, Ont., one night last week, decided to engage W. S. Conant, a Detroit mechanical engineer, to give his opinion as to the needs of Victoria Hospital in the matter of heating and supplying hot water.

FLUSH TANKS NEEDED.

The medical health officer of Toronto has received numerous complaints of sewer gas in the neighborhood of Marlborough avenue, where the residents are becoming alarmed at the spread of diphtheria. He considers automatic flush tanks are necessary all through the northern part of the city to keep the sewers in a sanitary condition.

PLUMBING AND HEATING CONTRACTS.

McKinley & Northwood, Ottawa, have recently secured the following contracts: Heating, plumbing and gasfitting for the residence of E. B. Eddy, Ottawa; plumbing, heating and gasfitting for the St. James rectory, Hull, Que.; plumbing and heating for the contagious diseases hospital, Ottawa; heating the residence of the Graham estate, Ottawa; plumbing, heating and gasfitting for the Bank of Montreal, Ottawa; plumbing and heating for the store and residence of W. H. Wooding, Ottawa; heating for the residence of Senator Clemow, Ottawa; heating and plumbing for the office of The Upper Ottawa Improvement Co.; heating and plumbing for the office of Bronson & Co., Ottawa; heating and plumbing for the Ottawa branch of the Merchants Bank of Halifax; heating and plumbing for the office of J. R. Booth, Ottawa.

BUILDING PERMITS ISSUED.

Building permits have been granted in Toronto to C. A. Dinnick for the erection of a brick residence at 167 Robert street, to cost \$3,000, and for a pair of brick dwellings at 169 and 171 Robert street, costing \$6,000; to W. G. McKendrick for an \$800 cottage on Chippewa avenue, Centre Island; to Dr. A. A. Macdonald for a two-storey addition to his residence at 180 Simcoe street, to cost \$1,600; to A. M. Campbell for a two-storey stone and brick dwelling house on Grenville street, at a cost of \$3,500; to Henry O'Brien for a two-storey and attic dwelling, near Carlton street on Bleeker, to cost \$3,500; to F. Galbraith for a two-storey and attic residence on Davenport road, to cost \$3,500.

Building operations keep brisk in Ottawa. The following permits have been taken out during the week: Mrs. Sarah J. Gagnon, brick veneered house, Rochester street, \$1,000; Napoleon Gadbois, brick veneered house, Wellington street, \$1,800; W. H. McAuliffe, four brick shops and dwelling, Duke street, \$5,000; Dr. A. Jamieson, brick veneered store and dwelling, Wellington street, \$1,500.

PLUMBING AND HEATING NOTES.

Purdy, Mansell & Co., Toronto, have contracts for hot-water heating residences for Geo. Evans, Adelaide street west; Mr. Ward, Euclid avenue, for plumbing and heating a residence for Robt. Hunter, on Dovercourt road, and for steam heating a new hotel at Sudbury, Ont.

The John Ritchie Plumbing and Heating Co., Limited, have contracts for remodelling the heating and plumbing of a residence of Mr. Pickford's in Gore Vale, Toronto, which is to be used as a Sanatorium; for plumbing

in two stores on Queen street east, for A. McFarren, for heating a residence for J. E. Brown, Dunn avenue, and for plumbing in a residence for T. C. Boyd, Bobcaygeon, Ont.

The Bennett & Wright Co., Limited, Toronto, have contracts for heating houses for Mr. Burgess, on Wellesley street; Dr. Rowan, on Queen street east; Harold A. Wilson, on Markham street; for heating and plumbing a residence in Rosedale for the Macpherson estate; an office building for The Wm. Davies Co., Limited, on Front street, and T. Eaton & Co.'s new warehouse on Louisa street; for heating a new warehouse on Colborne street for John Catto; Stanley Barracks, Toronto, and The Bell Telephone Building, Berlin, Ont.

TORONTO PALACE HOTEL.

As the necessary \$450,000 bonds have been subscribed for the Toronto Hotel Company, it is likely the contracts for the palace hotel, which is proposed to be built at the foot of Victoria street on King, will be let in a short time. The plans call for 42 bath-rooms, some of which will be fitted with showers, and be up-to-date in every respect. The heating, lighting and plumbing contracts will all be large ones.

HOW CIRCULAR SAWS ARE MADE.

THESE saws are now made of cast steel specially manufactured for the purpose, according to an exchange. An ingot heated to the requisite temperature is reduced to the proper thickness in powerful rolls. The plate is then centred and a circle scribed upon it, after which it is passed to the shearer, who reduces it to a circular form. The centre hole is then bored. It is then handed to the toother, who punches out the teeth around the edge, after which they are rough filed or ground on an emery wheel, to take off the burr left by punching. The rough saw is now again heated in a large furnace until it is of a bright red color. It is then plunged into a bath of sperm oil, which makes it hard and brittle. The oil is then partly cleaned off, and the rest burnt off in a furnace to give the saw the required temper. When cold the saw is hammered on a steel-faced anvil until it is straight. It is next ground between vertical grindstones revolving in opposite directions, and then polished with emery on a large disk. Once more the hammer men take it, and strike it with smooth-faced hammers on an anvil as before until it is absolutely straight and true, and has acquired the proper tension which allows for expansion while the saw is revolving at work. The teeth are now set, alternately right and left, to allow for clearances when sawing timber. They are then sharpened by being filed on the front and tops of the teeth, which operation completes the manufacture.

"MIDLAND" BRAND Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co., - Galt, Ont.

We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

CURRENT MARKET QUOTATIONS.

October 26, 1900

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 34 0 35

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box \$7 00
I.C., usual sizes. 3 50
I.X., " 10 00
Famous—
I.C. 7 50
I.X. 8 50
I.X.X. 9 50
Raven & Vulture Grades—
I.C., usual sizes. 5 00
I.X. 6 00
I.X.X. 7 00
I.X.X.X. 8 00
D.C., 12 1/2 x 17. 4 75
D.X. 5 50
D.X.X. 7 50

Coke Plates—Bright
Bessemer Steel—
I.C., usual sizes. 4 30
I.C., special sizes, base. 4 50
20x28. 8 75

Charcoal Plates—Terns
Dean or J. G. Grade—
I.C., 20x28, 112 sheets. 9 00
I.X., Terns Tin. 11 00
Cha coal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheets bxs. Per lb. 0 07 0 07 1/2
" 14x60 " 0 07 0 07 1/2
" 14x65 " 0 07 0 07 1/2

Tinned Sheets.
72x60 up to 24 gauge. 0 08 0 08 1/2
" 26 " 0 08 1/2 0 09
" 28 " 0 09 0 09 1/2

Iron and Steel.

Common Bar, per 100 lbs. 1 65 1 70
Refined " 2 05
Horse Shoe Iron " 1 95
Hoop steel, 1 1/2 to 3 in. base, extras for smaller sizes. 3 25
Sleigh Shoe Steel, base. 1 90
Tire Steel. 1 90
Machinery iron finish. 2 05
Cast Steel, per lb. 0 00 0 00
Toe Calk Steel. 2 21
T. Firth & Co's special cast steel, per lb. 0 12

Boiler Tubes.

1 1/2-inch. 0 21 1/2
2 " 0 13 1/2
2 1/2 " 0 16
3 " 0 17 1/2

Steel Boiler Plate.

1/4 inch. 2 25
3/16 inch. 2 25
1/2 inch and thicker. 2 25

Black Sheets.

18 gauge. 3 10
20 " 3 10
22 to 24 " 3 20
26 " 3 30
28 " 3 40

Canada Plates.

All dull, 52 sheets. 3 15
Half polished. 3 25
All bright. 3 85 4 00

Iron Pipe.

Black pipe—
1/2 inch. 3 30
3/4 " 3 15
1 " 3 10
1 1/4 " 3 35
1 1/2 " 4 80
2 " 6 60
2 1/2 " 7 90
3 " 10 40
2 1/2-6 inch, discount 55 to 55 and 10 p.c.
Galvanized pipe—
1/2 inch. 4 85
3/4 " 5 40
1 " 7 75
1 1/4 " 10 45
1 1/2 " 12 65
2 " 16 85

Galvanized Sheets.

G.C. Comet. Amer. Head. Queen's
16 gauge 4 35 4 20 4 35 4 35
18 to 24 gauge 4 35 4 20 4 35 4 35
26 " 4 61 4 45 4 35 4 60
28 " 4 85 4 70 4 60 4 85
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb.
1/4 " 7 50 8 00
5-16 " 4 75 5 10
3/8 " 4 25 5 00
7-16 " 4 00 4 25
1 " 3 75 4 00
1 1/2 " 3 50
2 " 3 25 3 50
2 1/2 " 3 25 3 50

Halter, kennel and post chains, 40 and 50 p.c.
Cow ties. 40 p.c.
Stall fixtures. 35 p.c.
Trace chain. 25 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.

Ingot
English B.S., ton lots. 0 19 0 20
Lake Superior. 0 19 0 20

Bolt or Bar.

Outlengths round, 1/2 to 3/4 in. 0 23 1/2 0 25
" round and square 1 to 2 inches. 0 23 1/2 0 25

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60. 0 23 0 23 1/2
Untinned, 14 oz., and light, 16 oz., irregular sizes. 0 23 0 23 1/2
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Tinned copper sheets. 0 26
Planished. 0 32

Braziers (In sheets.)

4 cwt. 25 to 30 lbs., ea., per lb. 0 25 1/2
35 to 45 " 0 24 1/2
50-lb. and above, " 0 23 1/2

Boiler and T. K. Pitts.

Plain Tinned, per lb. 0 28
Spun, per lb. 0 32

Brass.

Rod and Sheet, 14 to 30 gauge, 10 per cent. Rod and Sheet, 14 to 30 gauge, 10 per cent.
Sheets, hard-rolled, 2x4. 0 24 0 25
Tubing, base, per lb. 0 24 0 25

Zinc Spelter

Foreign, per lb. 0 06 0 06 1/2
Domestic. 0 06 0 06 1/2

Zinc Sheet.

5 cwt. casks. 6 75 7 00
Part casks. 7 00 7 50

Lead.

Imported Pig, per lb. 0 05 0 05 1/2
Bar, 1 lb. 0 06 1/2
Sheets, 2 1/2 lbs. sq. ft., by roll. 0 05 1/2
Sheets, 3 to 6 lbs., " 0 05 1/2

NOTE.—Cut sheets 1/2 cent per lb. extra Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toron o.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7 1/2 cents.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and bal., \$7.50. Discount, 7 1/2 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.
Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder. Per lb. Per lb.
Bar half-and-half. 0 21 0 22
Refined. 0 20 1/2 0 21
Wiping. 0 20 0 20 1/2

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.
Cookson's, per lb. 0 11 0 11 1/2

White Lead. Per cwt.
Pure. 6 82 1/2
No. 1 do. 6 25
No. 2 do. 5 87 1/2
No. 3 do. 5 0
No. 4 do. 5 12 1/2
Munro's Select Flake White. 7 12 1/2
Elephant and Decorators' Pure. 6 87 1/2

Red Lead.
Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.
Elephant Snow White. 0 08 0 09
Pure White Zinc. 0 08 0 09
No. 1. 0 06 0 07 1/2
No. 2. 0 05 0 06 1/2

Dry White Lead.
Pure, casks. 5 75
Pure, kegs. 6 25
No. 1, casks. 5 50
No. 1, kegs. 6 00

Prepared Paints.
In 1/4, 1/2 and 1 gallon tins.
Pure, per gallon. 1 20
Second qualities, per gallon. 1 00
Barn (in bbls.). 0 75 0 85
The Sherwin-Williams Paints. 1 20
Canada Paint Co's Pure. 1 20
Sanderson Peary's Pure. 1 20
Stewart & Wood's Champion Pure. 1 20

Colors in Oil.
25 lb. tins, Standard Quality.
Venetian Red, per lb. 0 05
Chrome Yellow. 0 11
Golden Ochre. 0 06
French Ultramarine. 0 05
Marine Black. 0 09
" Green. 0 09
Chrome. 0 08
French Imperial Green. 0 19

Colors, Dry.
Yellow Ochre (J.C.) bbls. 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls. 2 75
Yellow Ochre (Royal). 1 10 1 15
Brussels Ochre. 2 00
Venetian Red (best), per cwt. 1 80
English Oxides, per cwt. 3 00
Canadian Oxides, per cwt. 1 75
Super Magnetic Oxides, 93 p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10
do Umber, " 0 10
do Raw. 0 09
Drop Black, pure. 0 09
Chrome Yellows, pure. 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre. 0 03 1/2

Ultramarine Blue in 28-lb boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar Color, per 100 lb. 1 25
English Vermilion No. 45, lb. 0 80
Pure Indian Red, No. 45, lb. 0 80
Whiting, per 100 lb. 0 55

Blue Stone.
Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 08

Putty.
Bulk in bbls. 1 95
Bulk in less quantity. 2 10
Bladders in bbls. 2 10
Bladders in kegs, boxes or loose. 2 25
Bladders in 25-lb. tins. 2 35
Bladders in 12 1/2-lb. tins. 2 60
Bladders in 6-lb. tins, less than 100 lb. 2 80

Varnishes.
(In 5-gal. lots.) Per gal.
Carriage, No. 1. 2 90 3 30
" body. 8 00 9 00
" rubbing. 4 00 5 00
Gold Size, Japan. 3 00 3 40
Brown Japan. 2 40 2 80
Elastic Oak. 2 90 3 30
Furniture, extra. 1 60 2 00
" No. 1. 2 70 3 10
Hard Oil Finish. 3 20 3 60
Light Oil Finish. 3 30 3 70
Demar. 4 40 4 80
Shellac, white. 4 00 4 40
" orange. 1 60 2 00
Furniture Brown Japan. 2 40 2 80
Black Japan. 1 60 2 00
No. 1. 1 60 2 00

The Imperial Varnish & Color Co's. Limited
Elastilite Varnish
1 gal. can, each. \$2 00.

Granatine Floor Finish, per gal. \$2 00.

Maple Leaf Coach Enamels; Size 1, 60c.; Size 2, 35c.; Size 3, 20c. each.

Linseed Oil. Raw. Boiled.
1 to 4 bbls delivered. \$0 82 \$0 85
5 to 9 bbls. " \$1 \$1 84
Toronto, Hamilton, London and Guelph 2c. less.

Turpentine.
Sin le barrel, freight allowed. 0 00
2 to 4 barrels. 0 02

Castor Oil.
East India, in cases, per lb. 0 10 0 11 1/2
" small lots. 0 10 0 11

Cod Oil, Etc.
Cod Oil, per gal. 0 50 0 55
Pure Olive. 1 20
" Neatsfoot. 90

Glue.
Common. 0 08 1/2 0 09
French Medal. 0 14 0 14 1/2
Cabinet, sheet. 0 12 0 13
White, extra. 0 18 0 20
Gelatine. 0 22 0 30
Strap. 0 18 0 20
Coopers. 0 19 0 20
Hutner. 0 18

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Cabinet, sheet. 0 12 0 13
White, extra. 0 18 0 20
Gelatine. 0 22 0 30
Strap. 0 18 0 20
Coopers. 0 19 0 20
Hutner. 0 18

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 49 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads, per lb.
Best thick white felt wadding, in 3/4-lb. bags, 1 00
Best thick brown or grey felt wads, in 1/2-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 60
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 70
9 and 10 gauges, 0 90
7 and 8 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb. 10 0 12 1/2
Anvil and Vise combined, 4 50
Wilkinson & Co's Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co's Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boys' Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00
Axe Grease—
Ordinary, per gross, 5 75 6 00
Best quality, " 13 00 15 00

Bath Tubs.

Zinc, discount 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enamelled, 30 0
5 1/2-inch rolled rim, 1st quality, 22 00
2nd, 22 00

Anti-Friction Metal.

"Tandem" A, per lb. 0 27
" B, " 0 21
" C, " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25

SYRACUSE SMELTING WORKS.

Aluminium, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminium, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 27 1/2 per cent.
Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40
Bellows.
Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.

Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.

Auger.

Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.
Clark's, 40 per cent.

Expansive.

Gimlet.

Clark's, per doz., 0 65 0 90
Diamond Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12
Carriage Bolts, full square, Norway, 70
" full square, 70
Common Carriage Bolts, all sizes, 65
Machine Bolts, all sizes, 65
Coach Screws, 75
Sleigh Shoe Bolts, 75
Blank Bolts, 65
Bed Ends, 65
Nuts, square, 4 50
Nuts, hexagon, 4 50
Tire Bolts, 67 1/2
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 6 c.
Plough Bolts, 60

Boot Calks.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis. 65 to 67 1/2 per cent.
Reversible, dis. 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 45 00

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list
Loose Pin, dis. 60 per cent.

Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 80 3 00
English, 3 00
Belgian, 2 75 3 00
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters, Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 58 p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern, " 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.
Millar's Falls, per doz. net list.

DRILL BITS.

Morse, is., 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.
ELBOWS. (Storepipe.)
No. 1, per doz., 1 80
No. 2, per doz., 1 60

ESCUTCHEONS.

Discount, 27 1/2 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES.

Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 p. c. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.

Hay, manure, etc., dis. 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Size	Per	Star	Per	Per	D. Diamond
United	50 ft.	100 ft	100 ft	50 ft.	Per
Inches.					Per
Under 26.....	2 10	4 00			6 00
26 to 40.....	2 30	4 35			6 65
41 to 50.....		4 75			7 25
51 to 60.....		5 00			8 50
61 to 70.....		5 35			9 25
71 to 80.....		5 75			10 50
81 to 85.....		50			11 75
86 to 90.....					14 00
91 to 95.....					15 50
96 to 100.....					18 00
101 to 105.....					21 00
106 to 110.....					24 00

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/8 per gross, 9 00
" 5/8 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., " 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2
Ball Pean.
English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25
American, per gross, 3 15 3 75
Canadian, 40 per cent.

Hammer and Hatchet.

Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair, 0 13 1/2

HANGERS.

doz. pairs
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

Discount, 50 and 10 per cent.

HARVEST TOOLS.

Canadian, dis. 40 to 42 1/2 per cent.

HATCHETS.

Blind, Parker's, dis. 50 and 10 to 60 per cent

Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., " 0 06 1/2
" 6-in., " 0 06
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 3 50

Per gro. pair
Spring, 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

Discount, 45 and 5 per cent

HOLLOW WARE

Discount, 45 and 5 per cent

HOOKS.

Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 p. c. dis. } Oval head.
"M" brand 50 p. c. }

Acadian, 50 and 10 per cent

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B.

Cold Storage Lining

AND

.. Ruberoid Roofing ..

P. S.—Prices on Application.

65 Shannon Street, MONTREAL.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

KNOX HENRY

Heavy Hardware and Metal Broker

Room 220 1/2 Board of Trade, MONTREAL.

TACKS, CUT NAILS, WIRE NAILS, HORSE SHOES, HORSE NAILS, SPIKES, BOLTS, NUTS, ETC.

SPECIALTIES—"C" Brand Horse Nails—Canada Horse Nail Co.

"BRASSITE" GOODS—Gunn Castor Co., Limited, Birmingham, Eng.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

13 St. John Street, Montreal.

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for ..

Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal.	No. 2 and larger.	No. 1 and smaller.
Light, medium, and heavy.	3 50	3 75	3 75
Snow shoes.	3 75	4 00	

Steel Shoes.			
Light.	3 60	3 85	
Featherweight (all sizes).	4 85	4 85	
F.O.B. Toronto, Hamilton, London and Guelph, 10c. per keg additional.			
Toe weight steel shoes.	6 70		

JAPANNED WARE.
Discount, 45 and 5 per cent. off list, June 1899.

ICE PICKS.

Star per doz. 3 00 3 25

KETTLES.

Brass spun, 7 1/2 p.c. dis. off new list.

Copper, per lb. 0 30

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Look, Can., dis., 27 1/2 p.c.

Cabinet, trunk, and padlock, Am. per gross. 60

KNOBS.

Door, japanned and N.F., per doz. 1 50 2 50

Bronze, Berlin, per doz. 2 75 3 25

Bronze Genuine, per doz. 6 00 9 00

Shutter, porcelain, F. & L. screw, per gross. 1 30 4 00

White door knobs—per doz. 1 25

HAY KNIVES.

Discount, 50 and 10 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz. 7 50

No. 3 "Wright's" 8 50

Ordinary, with O burner 4 25

Dashboard, cold blast 9 50

No. 0. 6 00

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60

Galvanized 1 87 3 35

King, wood. 2 75 2 90

King, glass. 4 00 4 50

All glass. 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50

Chalk 1 90 7 40

LOCKS.

Canadian, dis. 45 p.c.

Russell & Erwin, per doz. 3 00 3 25

Cabinet.

Eagle, dis. 30 p.c.

English and Am., per doz. 50 6 00

Scandinavian, 1 00 2 40

Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.

Round head, discount 20 p.c.

MALLET.

Tinsmith's, per doz. 1 25 1 50

Carpenter's, hickory, per doz. 1 25 3 75

Lignum Vitae, per doz. 3 85 5 00

Caulking, each. 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 1 00

MEAT CUTTERS.

German, dis. 25 to 30 p.c.

American, 15 per cent.

MILK CAN TRIMMINGS

Discount, 25 per cent.

NAILS.

Quotations are:

2d. and 3d. \$3 35 \$3 55

3d. 3 00 3 52

4 and 5d. 2 75 3 35

6 and 7d. 2 65 3 20

8 and 9d. 2 50 3 00

10 and 12d. 2 45 2 95

16 and 20d. 2 40 2 90

30, 40, 50 and 60d. (base). 2 35 2 85

Galvanizing 2c. per lb. net extra.

Steel Cut Nails 10c. extra.

Miscellaneous wire nails, dis. 70 per cent.

Coopers' nails, dis. 30 per cent.

Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American.	1 85	3 50
NAIL SETS.		
Square, round, and octagon, per gross.	3 38	4 00
Diamond.	12 00	15 00

NETTING.

Poultry, 40 and 5 per cent. for McMullen's.

OAKUM. Per 100 lb.

Navy. 6 00

U. S. Navy. 7 25

OIL.

Water White (U.S.). 0 16 1/2

Prime White (U.S.). 0 13 1/2

Water White (Can.). 0 15

Prime White (Can.). 0 14

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal.

per doz. 0 00 10 00

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz. 1 25 3 50

Brass, 1 50 3 50

Malleable, dis. 25 per cent.

GALVANIZED PAIRS.

Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.

Flaring pairs, discount 45 per cent.

Galvanized washhubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 50 3 00

Brass head. 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PLANES.

Wood, bench, Canadian dis. 50 per cent.

American dis. 50.

Wood, fancy Canadian or American, 37 1/2 to 40 per cent.

Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.

Miscellaneous, dis. 25 to 37 1/2 per cent.

Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37 1/2

40 p.c.

Button's Imitation, per doz. 5 00 9 00

German, per doz. 0 60 2 60

PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.

Fuller's work, discount 65 per cent.

Rough stops and stop and waste cocks, discount, 60 per cent.

Jenkins' disk globe and angle valves, discount, 55 per cent.

Standard valves, discount, 60 per cent.

Jenkins' radiator valves discount 55 per cent.

standard, dis., 60 p.c.

Quick opening valves, discount, 60 p.c.

No. 1 compression bath cock. 2 00

No. 4. 2 00

No. 7, Fuller's. 2 50

No. 4 1/2. 3 00

POWDER.

Velo Smokeless Shotgun Powder.

100 lb. or less. 0 85

1,603 lb. or more. 0 83

Net 31 days.

PRESSED SPIKES.

Discount, 25 per cent.

PULLEYS.

Hothouse, per doz. 0 55 1 00

Axle 0 22 0 33

Screw 0 27 1 00

Awning. 0 35 2 50

PUMPS.

Canadian cistern. 1 80 3 60

Canadian pitcher spout. 1 40 2 10

PUNCHES.

Saddlers', per doz. 1 00 1 85

Conductors'. 9 00 15 00

Tinner's solid, per set. 0 00 0 72

hollow, per inch. 0 00 1 00

RANGE BOILERS.

Galvanized, 30 gallons. 7 25

35. 8 15

40. 9 25

Copper, 30 "	22 00
" 35 "	26 00
" 40 "	30 00

Discount off Copper Boilers 10 per cent.

RAKES.

Cast steel and malleable Canadian list dis.

50 and 10 p.c. revised list.

Wood, 25 per cent.

RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.

Globe File Co.'s rasps, 60 and 10 to 70 p.c.

Heller's Horse rasps, 50 to 50 and 5 p.c.

RAZORS.

per doz.

Geo. Butler & Co.'s. 8 00 18 00

Boker's. 7 50 11 00

Wade & Butcher's. 3 60 10 00

Theile & Quack's. 7 00 12 00

Elliot's. 4 00 18 00

REAPING HOOKS.

Discount, 50 and 10 per cent.

REGISTERS.

Discount, 40 per cent.

RIVETS AND BURRS.

Iron Rivets, discount 60 and 10 per cent.

Iron Burrs, discount 55 per cent.

Black and Tinned Rivets, 60 p.c.

Extras on Iron Rivets in 1-lb. cartons, 1/2 c.

per lb.

Extras on Iron Rivets in 1/2-lb. cartons, 1 c.

per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.

and cartons, 1 c. per lb. extra, net.

Extras on Tinned or Coppered Rivets in

1/2-lb. cartons, 1 c. per lb.

Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 37 1/2 per cent.

ROPE, ETC.

Sisal. Manila.

7-16 in. and larger, per lb. 8 12

3/4 in. 9 13

1/2 and 5-16 in. 10 14

Cotton, 3-16 inch and larger 16 1/2

5-32 inch. 21 1/2

1/2 inch. 22 1/2

Russia Deep Sea. 15 1/2

Jute. 8

Lath Yarn. 9 3/4

New Zealand Rope. 10 1/2

RULES.

Boxwood, dis. 75 and 10 p.c.

Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS.

Mrs. Potts, No. 35, polished. 0 70

No. 50, nickel-plated. 75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47 1/2 per cent.

B & A. sand, 40 and 2 1/2 per cent.

Emery, 40 per cent.

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand, Disston's, dis. 12 1/2 p.c.

S. & D., 40 per cent.

Crosscut, Disston's, per ft. 0 35

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each. 0 75 2 75

" frame only. 0 75

SASH WEIGHTS.

Sectional, per 100 lbs. 3 25

Solid. 1 50

SASH CORD.

Per lb. 0 23 0 30

SAW SETS.

"Lincoln," per doz. 6 50

SCALES.

B. S. & M. Scales, 45 p.c.

Champion, 65 per cent.

Fairbanks Standard, 35 p.c.

Dominion, 55 p.c.

Richelieu, 55 p.c.

Chatillon Spring Balances, 10 p.c.

SCREW DRIVERS.

Sargent's, per doz. 0 65 1 00

SCREWS.

STANDARD CHAIN CO.,

MANUFACTURERS
OF

CHAIN

PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.
For Provinces of Ontario and Quebec.

—Canadian Representatives—

A. C. LESLIE & CO.,
Montreal.

For other Provinces.

Trunk nails, black	.....65 and 5
Trunk nails, tinned	.....65 and 10
Clout nails, blued and tinned	.....65 and 5
Chair nails	.....35
Cigar box nails	.....35
Patent brads	.....40
Fine finishing	.....40
Picture frame points	.....10
Lining tacks, in papers	.....10
" in bulk	.....15
" solid heads, in bulk	.....75
Saddle nails in papers	.....10
" in bulk	.....15
Tufting buttons, 22 line, in dozens only	.....60
Tin capped trunk nails	.....15
Zinc glazier's points	.....5
Double pointed tacks, papers	.....90 and 10
" " bulk	.....40

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.	
-----------------------------------------------	--

TRANSOM LIFTERS.

Payson's per doz.	2 60
-------------------	------

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.	
Disston's discount 10 per cent.	
German, per doz	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.

Bag, Russian, per lb.	0 27
Wrapping, cotton, per lb.	0 22 0 26
Wrapping, mottled, per pack.	0 50 0 60
Wrapping cotton, 3-ply.	0 20 0 26
" 4-ply.	0 33 0 45
Mattress, per lb.	0 27 0 35
Staging, " "	0 30 0 55
Broom, " "	

VISES.

Hand, per doz.	4 00 6 00
Bench, parallel, each	2 00 4 50
Coach, each	6 00 7 00
Peter Wright's, per lb.	0 12 0 13
Pipe, each	5 50 9 00
Saw, per doz	6 50 13 00

ENAMELED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.	
Diamond, Famous, Premier, 50 and 10 p.c.	
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.	

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.	
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.	
Smooth Steel Wire, base, \$2.80 per 100 lb. List of extras: Nos. 2 to 5, ad-	

vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.90—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.85—No. 9, \$3.10—No. 10, \$4.00—No. 11, \$4.05—No. 12, \$3.25—No. 13, \$3.35—No. 14, \$4.40—No. 15, \$4.90—No. 16, \$5.15.

Clothes Line Wire, 19 gauge, per 1,000 feet..... 3 30

WIRE FENCING. F.O.B.

Galvanized 4 barb, 2½ and 5 inches apart.	Toronto 3 00
Galvanized, 2 barb, 4 and 6 inches apart.	3 00
Galvanized, plain twist.	3 00
Galvanized barb, f.o.b. Cleveland, \$2.85 in carlots, and \$2.95 in less than carlots.	
Terms, 60 days or 2 per cent. in 10 days.	
Ross braid truss cable	4 50

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Terms, 4 months, May 1: 3 p.c. off 30 days.	

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Leader	per doz. \$60 00
Royal Canadian	" 58 00
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Dominion Pattern

Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short, which prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

The stall fixture is made from a tough quality of steel and is very strong. Also, owing to its circular cross-section, it is exceedingly rigid. Its simplicity, convenience, cheapness, and ease of attaching make it very popular with cow tie users.

This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

For sale by all Jobbers; manufactured by

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

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Inc. 1895

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G. & H. Barnett Company

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Awarded
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Special Prize

Gold Medal at Atlanta, 1895



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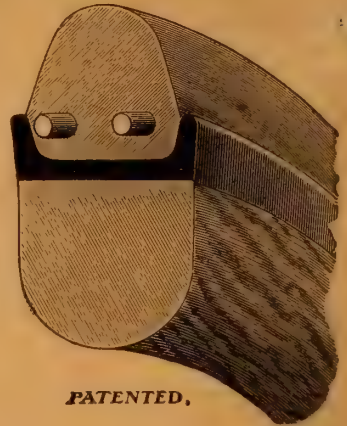
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FOR CARRIAGES.

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WHY ?



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THE GUTTA PERCHA AND RUBBER MFG. CO.
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British Manufactured...

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OIL ABSOLUTELY PURE.

We have on hand and arriving, a complete stock in cases (of 2 tins each) and barrels:

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To secure lowest freight, orders should be booked at once. Quotations on application.

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Cost does not end
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There's the working to be considered. Imperfect material means imperfect work and—dissatisfaction.

"BEST BEST POPLAR" BRAND
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Always turn out well, smooth, even, soft and workable.

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Extra one, two and three.
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HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, NOVEMBER 3, 1900.

NO. 44

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SNIDER AMMUNITION.

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"QUEEN'S HEAD," 28-gauge, 96 x 30 in., weighs 13½ lbs. per sheet
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"QUEEN'S HEAD," 28-gauge, 72 x 30 in., weighs 10 lbs. per sheet
AMERICAN, 11½ lbs.
"QUEEN'S HEAD," 26-gauge, 96 x 30 in., weighs 15½ lbs. per sheet
AMERICAN, 18 lbs.
"QUEEN'S HEAD," 26-gauge, 72 x 30 in., weighs 11½ lbs. per sheet
AMERICAN, 13½ lbs.

The cost to you is the COST PER SHEET.

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YOUR POCKET



It is one thing to make money and another thing to keep it. The dealer who advises the installing of Steam or Hot Water Radiators that will leak is liable to lose money, because of the damage that may be done. If there is one thing more than another that best pays a dealer it is to be absolutely sure that the Radiators he talks up or sells *will not leak*.

The Safford Radiators For Steam or Hot Water Heating

are the original invention in pipe-threaded screw connections. They absolutely cannot leak, because there are no bolts, rods or packings used, as in the ordinary radiator of commerce. The twenty-five different styles that the "Safford" is made in are light, strong, handsome. They fit circles, curves, angles. They stand a pressure of 140 lbs. to the square inch. It will be "money in your pocket" to send for the free, illustrated Booklet which is published by the largest Radiator Manufacturers under the British flag.

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Manufacturers of . . .

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Nails, Spikes
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Bolts, Washers, etc.*

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Manufacturers of every description of **Limited**
CABINET, BUILDERS', FURNISHING AND NAVAL BRASSFOUNDRY
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London Showrooms: 57 Holborn Viaduct, E.C.

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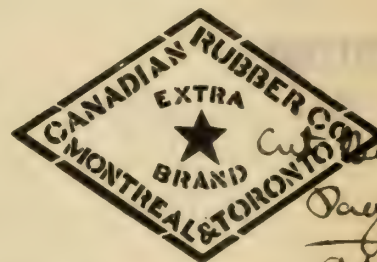
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insure the best
of wear for the
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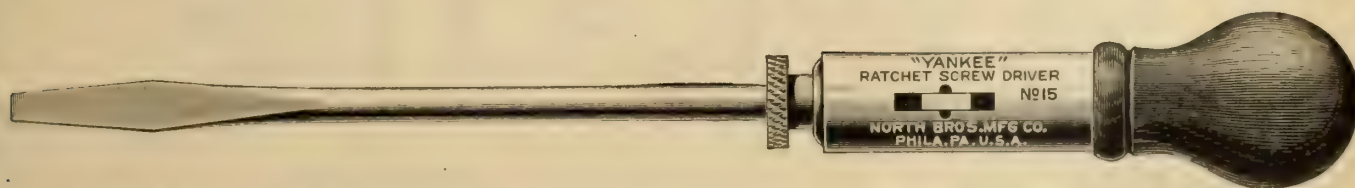
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The Canadian Rubber
Co. of Montreal,

MONTREAL,
TORONTO,
WINNIPEG.



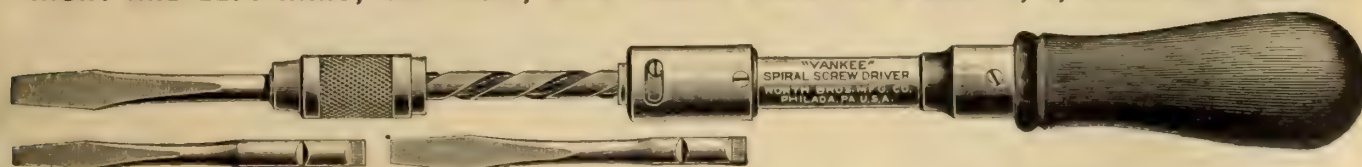
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SOME OF THE NEWER "YANKEE" TOOLS



No. 15 "Yankee" Ratchet Screw Driver

RIGHT AND LEFT HAND, AND RIGID, WITH FINGER TURN ON BLADE—2, 3, 4 and 5-in. BLADES.



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RIGHT HAND ONLY, AND RIGID. 3 SIZES, EXTREME LENGTH OPEN, INCLUDING BIT—14, 17 and 19-inches.

Sold by Leading Jobbers
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THEIR SUPERIORITY HAS BEEN PROVED.

Oxford Radiators

FOR HOT WATER OR STEAM,

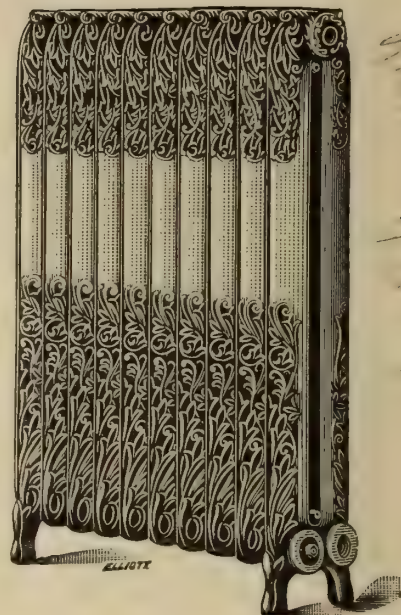
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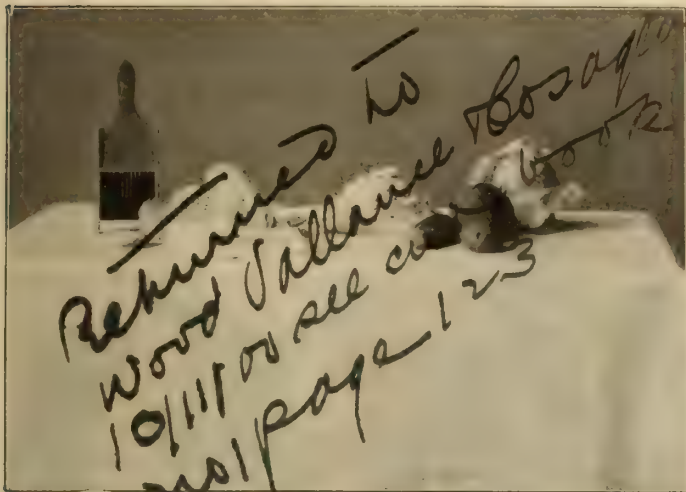
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Fruit and Vegetable Slicer

The latest and best slicer on the market.



Will slice all kinds of fruit and vegetables with great ease, and absolutely no waste. There will be a great rush for this article. Order early.

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BRANCH HOUSE—

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HARDWARE.**WINNIPEG, Canada.****EASILY THE LEADER IN**

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"GOOD CHEER ART"

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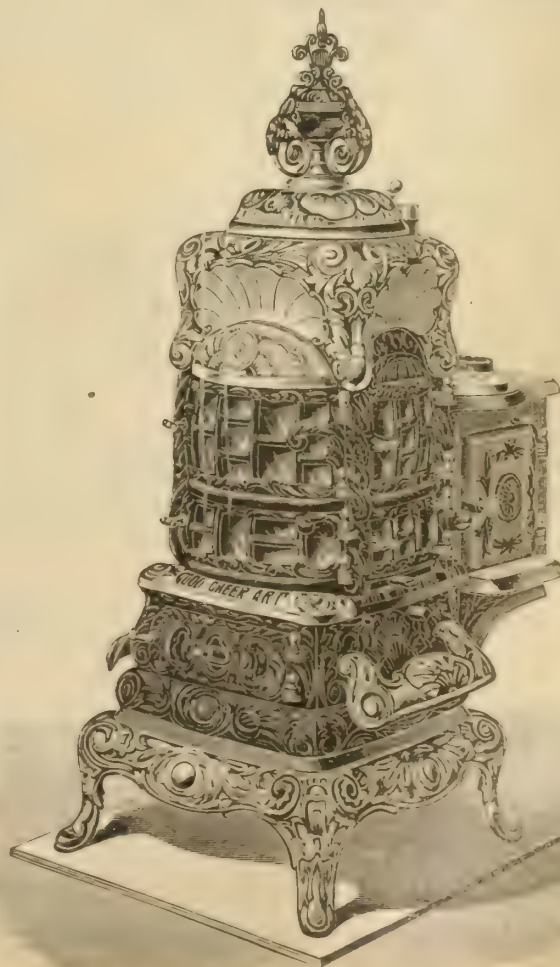
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It will help us in estimating requirements and
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The Jas. Stewart Mfg. Co.

WOODSTOCK, ONT.

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David Maxwell & Sons

ST. MARYS, ONT., CANADA



Steel Frame.

"Maxwell Favorite Churn"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link Improved for season of 1901. Steel or Wood Frame as desired.

Wheelbarrows.

In Four different Sizes.

Lawn Mowers.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.

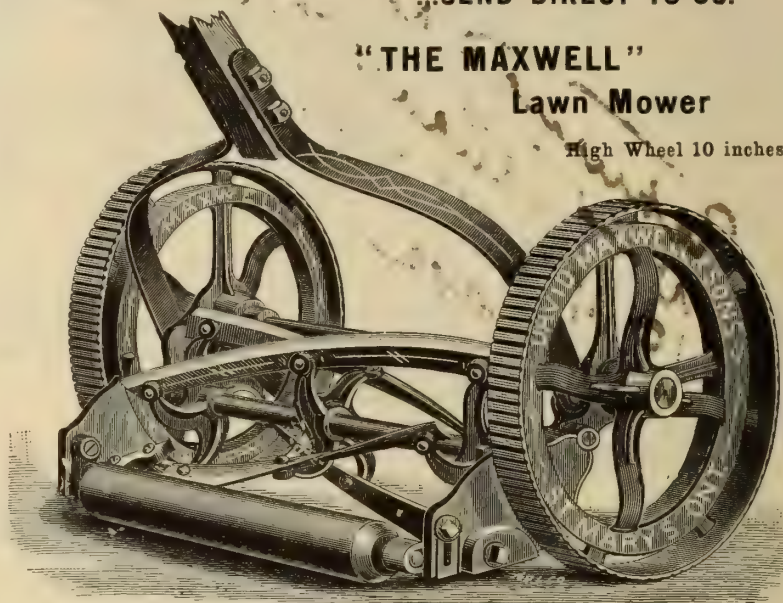
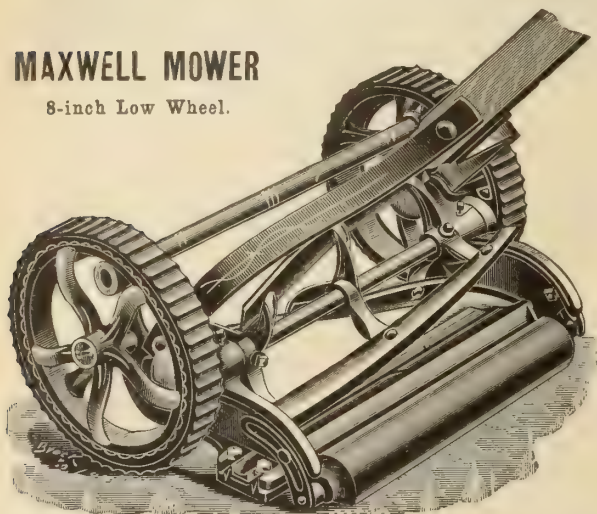
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High Wheel 10 inches.

MAXWELL MOWER

8-inch Low Wheel.



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Greasy Candles, Smelly Oil Lamps, Poor Electricity or Flickering Gas?

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GET more Light
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Less Money?

Get 100 Candle Power
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GET the Light of Eight Oil Lamps for the cost of Two.

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Your money back if you don't like it.

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The Island City Mixed Paints
Floor Paint dries hard in 8 hours
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Customers are sure when they buy our Island City Paints that they get the best value for their money.

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TRUST **WATSON, FOSTER** GOODS
TO EFFECT BOTH.

ALL DEALERS HAVE PROVED
THIS—WHO KNOW US—IF YOU
DON'T, ADVISE US AND WE WILL
SEND A MAN TO YOU—WITH
SAMPLES.

OUR THREE STRONG POINTS ARE
EQUIPMENT
SUCCESSFUL PATTERNS
COLORS MIXED WITH BRAINS.

THE **WATSON, FOSTER CO.**
LIMITED
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Agent for Railway Fencing :

McMULLEN'S

POULTRY NETTINGS and **LAWN FENCINGS** are not surpassed in the world.

Their **WOVEN WIRE FENCINGS** have stood years of successful testing; special offers are now made on **HOG FENCINGS**.

All of the above goods are manufactured by **THE ONTARIO WIRE FENCING CO., Limited**, of Picton, Ont., and are sold by

The B. Greening Wire CO., OF HAMILTON and MONTREAL.
Limited.

GENERAL AGENTS; ALSO BY THE CANADIAN HARDWARE JOBBERS.

MR. JAMES COOPER, Montreal.

Always in Stock . . .

Antimony Aluminum
Bismuth Ingot Copper
Ingot Brass Pig Tin
Pig Lead
Solder Type-Metals, etc.

Syracuse Smelting Works
SYRACUSE and MONTREAL.

Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited
Hamilton, Ont., and Montreal, Que.

Leaders for the Fall Trade

It will pay you to handle these lines.

Kemp's Royal Tea Kettles

Made with Pit and Body in one piece. A strong and durable Kettle. Supplied in All-Copper or All-Copper heavily Nickel-Plated.



Kemp's Climax Hot-Water Kettles

For Base-Burners or Table Use. All-Copper, Nickel-Plated, with embossed ornamental Snowshoe Band around bodies, also supplied with plain bodies.



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Kemp Manufacturing Co., Toronto



VOL II.

MONTREAL AND TORONTO, NOVEMBER 3, 1900.

NO. 44.

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Montreal.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

MACHINERY ON THE FREE LIST.

NEW ZEALAND has adopted a new Customs tariff. The changes are generally toward a lower range of duties, and a number of articles, in which Canada should not be altogether uninterested, have been placed upon the free list.

Among the most important articles placed upon the free list are all machinery for agricultural purposes, and all articles used in the manufacture of same. Machinery for mining and dredging purposes, portable engines, traction engines, engine governors, bolts and nuts, boiler furnaces, chain pulleys, blocks and chains, boilermakers',

brass finishers', smiths', and all metal and woodworkers' machine and hand tools.

According to the trade returns of 1898, the latest year for which we have any detailed record, New Zealand imported over \$2,500,000 of machines, over \$1,100,000 worth of cutlery and hardware, and over \$500,000 worth of tools and implements.

Canada exported to New Zealand during the year 1899 \$6,872 worth of agricultural implements, \$500 worth of machinery, and \$200 worth of hardware.

HOMES FOR SUMMER TOURISTS.

THE number of tourists coming from the United States to Canadian resorts during the hot season is increasing with such rapidity that the transportation companies are beginning to complain of a lack of accommodation at several points. For some years, the Orillia, Ont., Board of Trade has been interested in this matter, and, in order that all accommodation available might be taken advantage of, have secured the names of all hotels, boarding-houses and private homes which were willing to take "summer boarders." These have been published in a classified list showing rates, location, etc. H. W. Wilson, passenger agent of The Lake Ontario and Bay of Quinte Steamboat Co., Limited, is preparing for next season's business a similar list of persons in towns, villages, or rural districts near Kingston, Ont., on the shores of Lake Ontario, the Bay of Quinte and the St. Lawrence, as far east as Rockport. This list will be distributed in the United States early next season.

This system of attracting tourist travel might well be adopted by many of the

municipalities. Merchants whose trade is affected by tourist travel might advantageously devote some of their time and energy to thus advertising their town or district.

THE TURNING POINT.

TWO weeks ago we ventured to predict that a few days after the American and Canadian elections might see a reaction from the falling market. The signs seem to still point in that direction.

Hardware prices are firmer this week than they were last, and, although trade is quiet, the tone of the market is quite different from what it has been during the last few months. It looks as if we have passed the turning point.

The wholesale trade is regaining confidence, and we hear that several houses are buying freely, showing a confidence in the market.

The price of wrought scrap has advanced from \$2 to \$3 per ton during the last couple of weeks. Time was not so long ago when scrap dealers were paying only \$8 to \$9 per ton for No. 1 wrought; now they are willing to pay \$12 to \$13. As yet, the foundries have not come up to these figures, but scrap dealers have confidence in the future of the market. When the raw material advances, the finished product may be expected to do likewise.

An observing business man, who have just returned from a trip through the United States, tells us that Americans are firmly convinced of a rising post-election market. It is claimed that prices are below the cost of production and that the financial concerns to save themselves will attempt to force prices at least to a paying basis.

CANADA'S SHARE OF TRINIDAD'S TRADE.

IN the article dealing with Trinidad which appeared in last week's issue the statement was made that the foreign trade of that island exceeded that of any other colony in the British West Indies. It exceeds that of Jamaica by about \$8,000,000.

The importance of the trade, together with the fact that reciprocity between Canada and Trinidad is again being discussed, warrants our giving the figures appertaining to the commerce of the colony closer analysis than space permitted a week ago.

The principal imports into Trinidad, in their order of importance, are textiles, hardware and machinery, flour, cocoa, rice, meats, fish, lumber, etc. The following table gives the imports of these and other articles into Trinidad during the last three years:

IMPORTS INTO TRINIDAD.

	1899.	1898.	1897.
Textiles	\$1,705,538	\$1,536,076	\$1,506,773
Hardware and Machinery.....	745,695	628,442	609,725
Flour.....	728,971	743,612	619,930
Cocoa, raw	591,057	493,791	450,156
Rice.....	508,338	506,844	603,593
Meats.....	364,557	354,240	227,663
Fish.....	298,536	325,181	284,335
Lumber.....	239,450	200,585	207,374
Boots and Shoes..	213,875	144,019	152,560
Live Stock.....	161,096	181,721	198,638
Coal.....	52,531	134,140	128,548
Manure.....	166,070	128,334	109,423

The value of the total import trade in 1899 was \$12,341,696, including bullion, against \$11,110,862 the year before. The imports in 1899 were the largest for at least ten years. There is not much satisfaction to Canada in the figures from a Trinidad source regarding the imports into that island of goods the produce of this country. In 1896 these imports were £74,309, in 1897 £60,660, in 1898 £73,053, and in 1899 £62,629. Again, taking Trinidad figures, we learn that the aggregate trade (imports and exports) of the island with the Dominion of Canada for three year periods beginning with 1877 and ending with 1899 was as follows:

AGGREGATE TRADE WITH CANADA.

1877-9	£95,554
1887-9	73,870
1897-9	85,312

In the May report of the Canadian Department of Commerce there was a report from Mr. Edgar Tripp, in which he gave an interesting table showing the prin-

cipal items of import during 1899 and the quantities that came from the United States and Canada, respectively. From that report we compile the following:

	Total Imports.	From U.S.	From Canada.
Butter, lb.....	608,907	68,631	18,090
Bicycles, £.....	4,218	3,641	.....
Boots and shoes, £	43,976	5,893	.....
Cigars and cigarettes, lb.....	38,419	32,656	.....
Cheese, lb.....	246,586	182,461	23,764
Corn, bush	75,147	60,860	1,000
Fish, lb	7,829,817	2,111,090	5,238,627
Flour, bbls.....	180,852	179,550	716
Furniture, £.....	14,603	6,035	69
Hardware, tools, £	3,035	305	.....
" jewelry, £	3,545	1,128	.....
" unenumerated, £	83,450	20,744	377
Hay and bran, £	2,569	1,838	168
Live stock.....	20,869	1,008	157
Lard, lb.....	1,337,917	1,336,360	1,120
Machinery, £.....	36,631	4,850	30
Manufactures, unenumerated, £...	799,305	11,712	1,119
Meat, lb.....	7,030,873	6,751,936	11,228
Oats, bush.....	190,631	165,080	21,431
Potatoes, £.....	11,718	428	4,715
Peas, £.....	10,972	8,808	107
Soap, lb.....	3,069,245	415,239	5,122
Starch, £.....	4,264	56	275
Tea, lb.....	73,773	1,240	1,013
Timber, ft.....	12,622,314	10,169,164	2,325,427
Shingles, No.....	220,600	25,600	103,000
Textiles, wearing apparel, £.....	72,103	2,956	26
Textiles, unenumerated	227,383	10,871	106
Whiskey, gals.....	17,496	238	.....
Wine, sparkling, gals.....	1,899	.....	28
Wine, still, gals...	14,277	115	38

The most unsatisfactory feature in the above table, as far as Canada is concerned, is the small quantity of flour, only 716 bbls., imported from this country, against 6,382 bbls. the year before. But, it will be remembered that 1898 was an exceptionally good year for the exportation of wheat and wheat products from Canada, the shipments to nearly all countries being exceptionally large.

The following table will give an idea of the course of the importation into Trinidad of the chief items brought from Canada during the past three years:

CHIEF IMPORTS FROM CANADA.

	1897.	1898.	1899.
Cheese, lb.....	15,253	28,205	23,764
Fish, lb.....	6,087,691	6,280,405	5,238,627
Meats, lb.....	10,104	28,799	11,228
Butter, lb.....	2,164	1,994	18,090
Oats, bush.....	46,063	14,111	21,431
Lard, lb.....	.....	.....	1,120
Timber, ft.....	1,086,274	1,736,189	2,325,427

Mr. Edgar Tripp, in the report already referred to, explains that the decline in the

importation of fish from Canada was partly due to the fact that there was a falling off in the quantity brought in from all countries.

In the exports from British North America to Trinidad there has been a steady increase during the last few years. According to Trinidad figures their value was £8,045 in 1896, £13,726 in 1897, £21,645 in 1898 and £25,534 in 1899.

The principal items of export to Canada during the last three years were as follows:

PRINCIPAL EXPORTS TO CANADA.

	1897.	1898.	1899.
Cocoa, bags	850	689	1,156
Molasses, gals.....	77,802	129,271	83,862
Cocanuts, No.....	254,300	183,600	280,565
Sugar, Muscovado, lb	614,720	279,328	543,648
" Vacuum pan, lb	688,882	710,864	2,074,352
" Centrifugal, lb. ....	.....	1,269,408	.....

We propose to return to this subject again.

It does not matter much as to whether the next Parliament be composed largely of Conservatives or Liberals as long as men with good business common sense are well in evidence. Are you trying to bring this about?

WHAT WILL BUSINESS MEN DO?

THE Dominion of Canada is a vast business organism. We may, perhaps, not always recognize this, but it is true, nevertheless.

Every man who has a vote is a shareholder in the business organism. Realizing this, it follows that the same motives should actuate him as would were he voting for the appointment of a board of directors in some commercial concern. The average politician is not, of course, expected to understand such things. Party exigencies, not business ethics, are his north star. With the average business man it is different. He knows that business principles should obtain in the management of a country as well as in the management of a commercial or financial institution, knowing that there is less excuse for him to neglect his duty.

On Wednesday next the business men of Canada will be called upon to select their representatives in the House of Commons; in other words, the directors of the Dominion. The question is: Are they going to be guided by the same principles that they would be were they appointing men to conduct their own business? The character of the men in the next Parliament will tell.

A TAX ON COMMERCIAL CORPORATIONS.

A NEW law went into effect in Ontario on November 1 which is creating quite a little interest among business men; and even among those who are not directly interested in it.

Briefly, the purpose of the law is to tax certain corporations which are doing business in Ontario under other than a Provincial charter.

The corporations specified as coming within the provisions of the Act are (1) those which, while having a charter granted by the late Province of Canada, were not doing business in Ontario at the time the present Act went into force; (2) those which have a Dominion charter, and (3) all corporations whose charter was granted under any other legislative body, for instance, under an Act of the British Parliament.

The tax is to be levied as follows: On incorporated companies which are working under a Dominion charter, or under a charter granted by the late Province of Canada, and which were not doing business in Ontario until after this Act went into force, the amount of the tax is to be \$25 if the capital stock does not exceed \$100,000, and \$50 should it exceed that sum. In regard to the tax on corporations whose charter comes, for example, from an Imperial source, the fee is to be \$100 when the capital is \$40,000 or less and \$1 additional per \$1,000 up to \$100,000. When the capital stock is over \$100,000, but does not exceed \$1,000,000, the fee is \$160 and \$2.50 for every additional \$10,000 or fractional part thereof in excess of \$100,000. When it is \$1,000,000 the fee is \$385 and \$250 for every \$10,000 or fractional part in excess of \$1,000,000. There are two provisions, however, in regard to companies working under charters such as those granted by the Imperial authorities. One provides that in the case of such corporation already carrying on an established business both in and outside Ontario, and such corporations as only carry on business in Ontario after the present Act was passed, the Lieutenant-Governor-in-Council may reduce the license fee to such sum as he may think just, although such sum shall not be less than \$50.

HARDWARE AND METAL has in mind one

corporation that comes under the first of the two provisos just cited. It works under an Imperial charter, has its headquarters in one of the Maritime Provinces, but has branches in Ontario.

Travelers are exempt from the provisions of the Act, but brokers and agents, who have a settled place of business and represent any of the corporations coming within the provisions of the Act are not. There was some doubt on the part of many as to whether it was the intention of the Act to consider brokers and agents, when representing such corporations, as liable to the tax. For, in one of the penalty clauses (No. 15), broker and agent are specifically mentioned.

The penalty for carrying on business without a license is \$50 per day for the company and \$20 per day for the broker or agent.

This Act, which is styled: "An Act respecting the licensing of Extra Provincial Corporations," was one of the measures which was rushed through the Ontario Legislature on the famous rapid-transit night when the House sat all night to complete business.

LOWER PRICES ON ROPE.

Although the hemp markets are firm, lower prices in Toronto are ruling on rope.

On sisal, our quotations are $\frac{1}{2}$ c. per lb. lower, and on manila, $1\frac{1}{2}$ c. per lb. lower.

The base price on sisal is now $7\frac{1}{2}$ c. per lb., and on manila, $10\frac{1}{2}$ c. per lb.

Less than two months ago sisal was quoted at 2c., and manila rope 3c. higher than at present.

THE QUALITY OF CAUTION.

There is such a thing as being too cautious, but one is repeatedly reminded how necessary caution is to success in business. In a recent issue, Stoves and Hardware Reporter remarked that carefulness in doing anything, whether chopping wood for the breakfast fire or counting the day's receipts in a hardware store, is characteristic of the man who wants to produce the best results. Caution is merely another term for carefulness. As a part of any man's makeup it tends to keep him out of danger, physical, financial or moral, and

prevents him from running against snags that will cause him to sink, or against the sand bars that will delay his passage. In fact, caution is a mighty good thing to have in one's family, and, although it may be carried to extremes, it is probably better to have too much of it than to have too little.

SEIZURE OF UNITED STATES WOODENWARE.

A SEIZURE of a carload of woodenware has been made at Toronto. Undervaluation is the charge upon which the seizure was made.

It is alleged that the combination controlling the woodenware industry of the United States has been selling its surplus stock to Canadian importers at a reduction of 50 per cent. on the price at which dealers were supplied in the home market. This got to the ears of the Customs authorities, hence the seizure.

It appears that some of the dealers in Canada have been making quite a nice little sum of late by buying woodenware in the United States at the low prices, bringing it into the country at one point and shipping it through in bond to another point in the United States where it was sold in competition with the goods of the original manufacturers.

One Canadian firm is said to have handled 60 cars, at a profit of \$300 per car in this way.

A FRENCH ROLLER-BOAT.

Most Canadians will remember the chequered career of the Knapp roller-boat built in Toronto three years ago, how it was launched and experimented with in hopeful expectancy and finally ended all hopes of its usefulness by becoming inseparably connected with the shores of the St. Lawrence river.

It is, therefore, interesting to know that France has had her try at constructing boats of similar type. One was launched some time ago which gave promise of doing great things for those who cross the English Channel, and of putting an end to that terror of the landsman—seasickness. But, like our own roller-boat, its career has been short. It is now being broken up at Preston, England, where, according to reports, it is a curiosity, if not a puzzle to shipbuilders and engineers.

It seems that the feasibility of the roller-boat is much more easily manifested in the minds of its advocates than on the restless waters of either sea or lake. It may be of practical value, but that has yet to be demonstrated.

ORGANIZATION FOR HARDWAREMEN.

AT the recent meeting of the Kentucky Retail Hardware and Stove Dealers' Association in Louisville an address of welcome was given by Mr. Paul Wagner, the president of the local association, which should not be without interest to Canadians as well as to United States hardwaremen. He spoke in part as follows:

We hope to derive a great benefit from having come in contact with one another, and feel that by getting together and exchanging our ideas on the different subjects that may come up for our consideration, we cannot fail to accomplish much that will be of great benefit to us as individuals and as an association. While we may not accomplish all that we hope for, yet if there were no other result to look forward to than the friendship made, we would all be amply repaid for our presence here to-day. For are not the retail hardwaremen a most progressive, active and reliable class of business men, proven so by the few failures in and their attentiveness to business? A class of men who are studying their own interests in a business way? This associating with the best class of business men in our State is of itself full of pleasure and profit, it is elevating and educating and not soon forgotten.

COOPERATION.

This knowing ourselves is but the first step toward executing that for which we have come here to-day. The next and most important step to pursue to gain our ends is cooperation. It is not my intention at this time to point out all our rightful grievances, nor have I the ability to prescribe the remedies for such wrongs as are being perpetrated against us day by day. I shall only touch upon some of these injuries as they come to my mind, in order to start the ball rolling, as it were.

GRIEVANCES.

We need the honest, united efforts of the hardwaremen to resist all wrongs perpetrated against them.

First, by catalogue houses and departmental stores directly.

Second, by manufacturers and jobbers who sell them indirectly.

Third, by the pedlars who haunt our streets and residences with or without license.

Fourth, by such dealers in other branches of business as use our line of goods as premiums to secure exorbitant profits on their own goods, or who sell hardware at or below cost in order to dispose of their own wares at an advantage to themselves, to our detriment, and

Last, but not least, by the jobbers who send their representatives to our towns, soliciting our support, and then go to our customers and ask them for their support, which rightly and justly belongs to the retailer.

I take it that every man in this State who is in the hardware business is in the business for the same purpose that I am: to make an honest living for my wife and children. I ask, then, is it right that the trade which justly belongs to us be taken from us by the method mentioned above.

I do not believe in asking for anything that is not right and businesslike; nevertheless I do believe there is not a man in this room who does not think he is entitled to an honest profit on the ware he sells.

CUTTING PRICES.

Again, there are dealers who think they cannot win any trade except by cutting prices and com-

mitting low, unprincipled tricks. These have few friends, seldom succeed, and are always trying to keep honest and legitimate dealers back. In this latter work they are too often successful.

Now, I do not believe that any one man here can accomplish that for which we are all striving. But I do believe that by forming a State association much good can be accomplished, and I further believe that by cooperating with other States in a national association we can get all that justly and honestly belongs to us.

IN ORDER TO FORM A STATE ASSOCIATION

we must all put our shoulders to the wheel in an earnest effort, and with a determination to succeed. We must lay aside all petty jealousies and become friends. Are we not all striving for the same goal? Why, then, busy ourselves holding others down, thereby causing both ourselves and our supposed enemy to be kept back in our righteous purpose, while the real enemy takes advantage of our differences, and often succeeds in reaching the pinnacle for which we have so long been striving and which rightly belongs to us?

LET US BE LOYAL

to those from whom we expect loyalty. Let us use our influence as individuals and as associates with jobbers and manufacturers to cooperate with us in stamping out the small as well as the great wrongs for which our business is suffering. We can only expect their assistance when we have apprised them of the wrongs of which they may be ignorant, and I predict that if we make ourselves heard in this way many of the wrongs now existing, and which may in the future crop out, will be speedily and effectually adjusted. Be sure you're right, then go ahead. If we would expect justice from our jobber we should be just to him. If you have a grievance have your proofs conclusive, lay the matter before him in a businesslike way, and it's dollars to doughnuts you will receive just dues.

Should after all honest, reasonable and legitimate efforts on your part you fail to make the proper connections, why

"THERE ARE OTHERS."

Drop him as you would a viper. Tell him plainly you will have nothing more to do with him, and do it. Let your neighbor know you are doing it, and tell him why.

Buy from some other jobber—there are plenty—who will sell you at the same prices and gladly. That retailer who must buy from a certain one jobber deserves no sympathy, and the sooner he closes shop the better for all concerned.

PUTTING IN BENNETT'S BOXES.

J. W. Oram, 836 Yonge street, Toronto, and the trustees of the estate of J. P. Mowat, Campbelltown, are putting in Bennett's hardware shelf boxes.

"KHAKI" POSTER.

The sales and advertising department of The Canada Paint Co., Montreal, are busily engaged this week directing and expressing to all parts of the Dominion their new "Khaki" poster to the company's liquid-paint customers. The "hanger" shows a spirited likeness of Baden-Powell, and is a very effective advertisement of the "Khaki" floor paint.

INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

A DESPATCH from Kingston, Ont., says that Davis & Sons, ship-builders, of that city, have secured a contract to build for George B. Forman, Buffalo, N.Y., a 44-ft. steam yacht with triple-expansion engine, water-tube boiler, and with all the most modern fittings. The cost will be \$3,000.

La Compagnie Pontbriand have been incorporated in Sorel, Que., with \$100,000 capital. They intend making all kinds of heavy machinery.

It is likely that the axe factory in Dundas, Ont., will be reopened in a few days. Peter Bertram is interested in the movement.

Selby & Youlden, proprietors of the Kingston, Ont., foundry, intend enlarging their works and installing new machinery.

A Pittsburg despatch says that a number of capitalists of that city have formed a company to engage in the blast furnace and steel manufacturing business. Their capital is said to be \$12,000,000, and the proposed site for their works Welland, Ont.

Frank O'Neill, of The Ontario Glass Co., Kingsville, Ont., has invented and installed in the works at Kingsville a machine capable of making 6,000 glass jars, either quarts or pints, per day. The work is done automatically, four operators being necessary.

The Ontario Bridge Works are erecting, in Walkerville, Ont., works 100 x 560 ft. The building will have a steel frame, and will be fireproof. It is to cost about \$20,000. The firm will manufacture bridge-work, steel roofs and building material, and will employ 150 men or more.

The output of the Crow's Nest Pass coal mines is about 1,000 tons per day, and orders have been placed for machinery necessary to increase the production to 2,000 tons per day. The number of coke ovens has been increased to 300, with an aggregate capacity of 700 tons of coke per day.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

CHARLES H. LYSTER, general merchant, Crookston, Ont., has assigned to John A. Laidlaw.

C. E. Bartlett, coal dealer, Napanee, Ont., has assigned.

Robert Seely, coal dealer, St. John, N.B., has suspended payment.

J. B. Lambert, general merchant, St. Appollinaire, Que., has assigned.

D. Tremblay, general merchant, Point a'Pic, Que., is offering 40c. on the dollar.

J. L. Dozois has been appointed curator of Jeremie Bachaud, jr., sawmiller, Roxton Pond, Que.

Robert Bullock, general merchant, Selkirk West, N.W.T., has assigned to G. H. Monkhouse, Winnipeg.

A meeting of the creditors of Joseph Martineau, hardware merchant, Maissonneuve, Que., has been called.

Ritchie & McAdam, general merchants, Quyon, Que., have assigned, and a meeting of creditors will be held on November 6.

Pierre Moisan, general merchant, etc., St. Raymond, Que., has assigned, and a meeting of creditors has been called for November 6.

Geo. F. Beverly, hardware dealer, St. John, N.B., has assigned. His liabilities are \$8,500; his assets, \$2,900. His stock is to be sold.

PARTNERSHIPS FORMED AND DISSOLVED.

Palmer & Cameron, general merchants, Bedford, Que., have dissolved.

Blain & Graves, general merchants, Gravenhurst, Ont., are about dissolving.

V. Morin & Co. have registered partnership as dealers in coal, wood, etc., Montreal.

T. Lussier & Co., carriagemakers, St. Henri de Montreal, Que., have registered partnership.

Hayes & Howard, general merchants, Fernie, B.C., have dissolved, and George E. Hayes continues.

Frederick Rumball, carriagemaker, Clinton, Ont., has admitted James McMath under the style of Rumball & McMath.

L. O. Demers & Co., tinsmiths, St. Liboire, Que., have dissolved, and Edouard St. Armand has registered as proprietor.

Hosterman, Graves & McKay, carriage-makers, Halifax, have registered dissolution of partnership; Hosterman & Graves succeeding.

SALES MADE AND PENDING.

George R. Marquis, tinsmith, Chatham, N.B., is advertising to sell out.

E. J. Bristow, general merchant, Bright, Ont., is advertising his business for sale.

The assets of Xavier Forget, general merchant, St. Adele, Que., have been sold.

Working With You.

If you handle S.-W. P. you have two strong helpers working with you for big business—The Sherwin-Williams Co. and S.-W. P. itself.

The work of the Company comes through many ways: Effective advertising; special correspondence; a monthly magazine full of suggestions, etc., etc. We stand back of you all the time to help you become the leader in your town.

The work of S.-W. P. comes through its splendid quality. It is made right and sells right. It gives satisfaction. It backs up everything good you can say about it. It gives reputation and builds trade.

"B-13"—a booklet—tells, in detail, just how we work with you. Send for it.



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NEW YORK.
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BOSTON.
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SAN FRANCISCO.
KANSAS CITY.

THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.



The stock of J. L. Langlois, general merchant, Amqui, Que., has been sold at 63c. on the dollar.

Thomas Park, blacksmith, Gommorah, (Moffat P.O.) Ont., is advertising his business for sale.

The stock of Chase Tremblay, general merchant, Les Eboulements, Que., has been sold at 59c. on the dollar.

The stock of the Squire Co., hardware dealers, etc., Kingston, Ont., is advertised for sale by auction on November 14.

CHANGES.

Amos Gallant, general merchant, Bathurst, N.B., is giving up business.

R. A. Johnston, general merchant, Jamestown, Ont., has sold out to Walter Innis.

D. McCaffrey, general merchant, Box Grove, Ont., has been succeeded by W. A. Clarke.

The stock of the estate of H. E. Hatch, general merchant, Glendale, Man., has been sold.

G. R. Smith, general merchant, Acadia Mines, N.S., will open a branch in Sydney about January 1, 1901.

Celina Melvina Lacroix has registered as proprietress of L. A. Farland & Co., general merchants, St. Jean des Chaillons, Que.

Bemrose Bros., general merchants, Bradford and Sault Ste. Marie, Ont., have sold

out their grocery and crockery stock at Bradford and are concentrating their business at Sault Ste. Marie.

McPherson Bros., sawmillers, Boundary Falls, B.C., are resuming business.

The Carman Implement Co., Limited, Carman, Man., has been incorporated.

Gray & Co., tinsmiths, etc., Orangeville, Ont., have sold out to Brett & Leighton.

Charles Johnson, harness dealer, Leamington, Ont., has sold out to L. Boussey.

E. M. Marshall, hardware dealer, Strathroy and Sarnia, Ont., has sold his Strathroy stock to F. Haney.

The Dunn Manufacturing Co., manufacturers of handles, Strathroy, Ont., are applying for incorporation.

A. J. Fraser, general merchant, Loggieville, N.B., whose stock was sold by the sheriff the other day, has been succeeded by Mary Fraser.

FIRES.

Edward Hardy, general merchant, St. Pierre et Miquelon, Nfld., has been burned out; loss, about \$11,000; insurance, \$6,200.

Fullerton & Zieman, hardware dealers, Monkton, Ont., have moved into new premises. The store is 22 x 42 ft. with two storeys and a basement, and is bright and attractive.

A TRAVELER'S JOKE.

"KNOW old Bonds, of course," said Smith with a grin. "He has the reputation of being one of the most liberal and public-spirited men in the city, and it has never cost him very much to be so considered. He has money to burn, but he knows how to hold on to it and still create the impression that his pocketbook is always open to any good cause. He has a way of rising in public and agreeing to aid financially for a large amount the cause that is being considered at the time, and getting cheered to the echo for his liberality. But when the hurrah is over it is always discovered that Bonds has his money and the credit of being liberal, too.

"But his scheme failed to work the other day, and now he gets red in the face whenever the matter is mentioned. He paid the little town where he was born a visit the other day and attended service in the little church. It so happened that the church was badly in debt at the time, and the day had been set apart to take up subscriptions to pay it. After the minister's earnest plea for funds to save the church everyone turned expectantly to Bonds to head the list. He arose, and in his smooth and oily way said :

" 'I will be most happy to contribute to such a good cause. I am informed that the debt is \$2,000. Now, I will be one of two to pay the entire debt, thus leaving what may be subscribed outside of that to furnish the church.' "

"Bonds sat down and beamed as the congregation cheered him. He knew full well that there was no one else in the town able to put up the other half, and that after a frantic effort to find such a man the thing would die a natural death.

"But for once in his life he was fooled. As soon as the applause had died away a stranger arose and said he would be most happy to subscribe the other half.

"Bond's face was a study. The stranger came forward and said as he was leaving on the first train out they might as well settle the matter right there by drawing checks for the amount that they had agreed to give. Bonds was carried off his feet and left without the shadow of an excuse, so he made out his check for the amount.

"His check was, of course, on his bank here, and the church soon had the money, and one half the debt was paid off at once. The stranger's check was on a distant bank, and finally came back marked 'no funds.'

"It was discovered later that the stranger was a drummer who, in a spirit of fun, had called Bonds' bluff. As the church had

paid out the money that Bonds gave, I am afraid that he will have to grin and bear it."—Detroit Free Press.

WHEN WAS COKE FIRST MADE ?

In answer to this question, Ironmongery (Eng.) says: "It is difficult to decide when it was first made, but not difficult to fix the time when it was commercially produced. John Evelyn, in his diary, writes, under date 1664: 'Came home by Greenwich ferry, where I saw Sir John Winter's new project of charring sea coal, to burn out the sulphur and render it sweet. He did it by burning the coals in such earthen pots as glassmen melt their metal in, so firing them without consuming them, using a bar of iron in each crucible, which bar has a hook at one end, so that the coals, being

melted in a furnace with other crude sea coals under them, may be drawn out of the pot sticking to the iron, whence they are beaten off in great half-exhausted cinders, which, being rekindled, make a clean, pleasant chamber fire, deprived of their sulphur and arsenic malignity.' It was not until the year 1818 that The London Gas Co. sold the coal thus charred and freed from tar, and gave it the name of 'coke.' "

The citizens of Tamworth, Ont., are making an effort to have the cement company of Marlbank, Ont., remove to Tamworth. County Commissioner Keech has offered an excellent water privilege at a low price, and the citizens have subscribed \$2,000 as a bonus, and will offer exemption from taxation for twenty years.

THE IVER JOHNSON

New Model Semi-Hammerless Single Barrel Ejector Gun Is a Great Seller

MEDIUM CHOKE

NEW MECHANISM

ACCIDENTAL DISCHARGE IMPOSSIBLE

POPULAR PRICE

SEND FOR CATALOGUE.

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THE . . . Waggoner Extension Ladder.



The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

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STANLEY RULE & LEVEL CO.,

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IMPROVED CARPENTERS'
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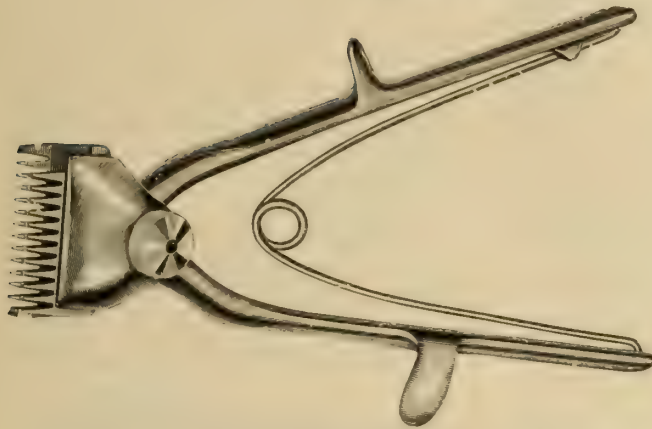
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WHOLESALE.
ONLY

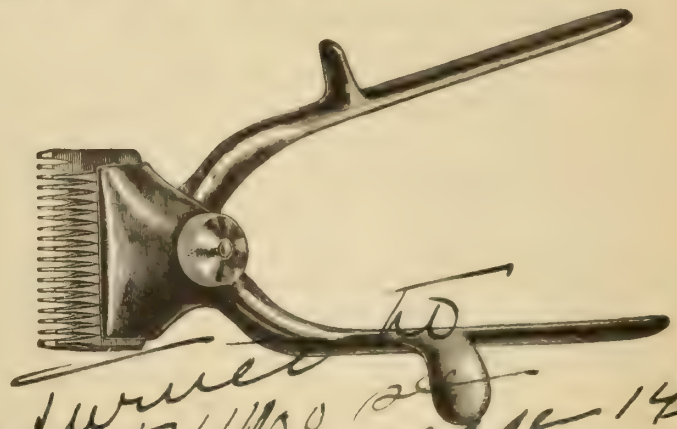
37-39 Front Street West, **Toronto.**

ONLY.
WHOLESALE

TOILET CLIPPERS.



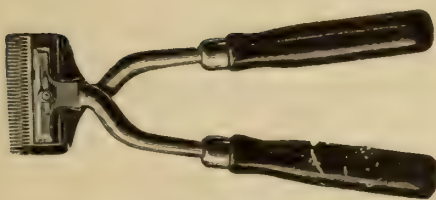
"Mascot," Full Nickel Plated.
No. 64. Full Polished, Coarse Teeth.
For Fetlocks or Clipping Dogs



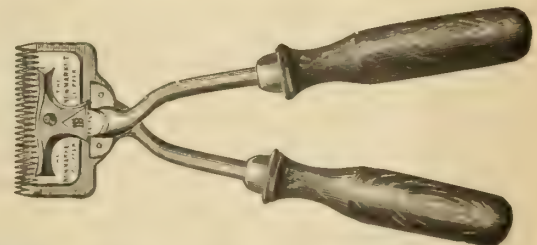
"Stewart," Full Polished, Ordinary Teeth.
"Columbia," Full Nickel Plated, Ordinary Teeth.
No. 1 "Perfection," Ordinary Teeth.
No. 0 "Perfection," Fine Teeth.

All returned to owner 7/1/00 page 143

HORSE CLIPPERS



Boker's "Dandy."
"Keen Cut."
"Perfection."
"Ball-Bearing."



"Newmarket,"
Celebrated English Clippers.

Also
No. 98 Clipper,
on Stand.

Also the
"Lightning" Clippers

Driven by Round Belt,
on Stand.



No. 98, Chicago Flexible Shaft Horse Clipper.
Always Ready, Speed 1,800 Revolutions per minute.

The Stands will fit any No. 98 Machine
now in use.

H. S. HOWLAND, SONS & CO., Toronto.

PROMPT
SHIPMENTS.

Graham Wire and Cut Nails are the Best.

PRICES
RIGHT.

"YANKEE" RATCHET SCREW DRIVER.

THE accompanying cut is an illustration of the "Yankee" ratchet screw driver, No. 11, made by North Bros., manufacturers, Philadelphia, Pa. It is an improvement on No. 10 ratchet screw driver, the adjustment being across instead of in line with the length of blade, thus obviating any possibility of changing position of shifter while in use. The ratchet mechanism has been modified to take less room, with consequent slight saving in size and weight of tool, and to work with even less friction than the No. 10.

The adjustment for right or left hand is made by pushing shifter to left or right hand end of slot, and when shifter is placed midway the blade is held rigid as in ordinary screw driver.

The No. 11 "Yankee" ratchet screw driver embodies in the highest degree all those qualities which make such a tool not only desirable but a necessity to the progressive and up-to-date mechanic. The No. 10

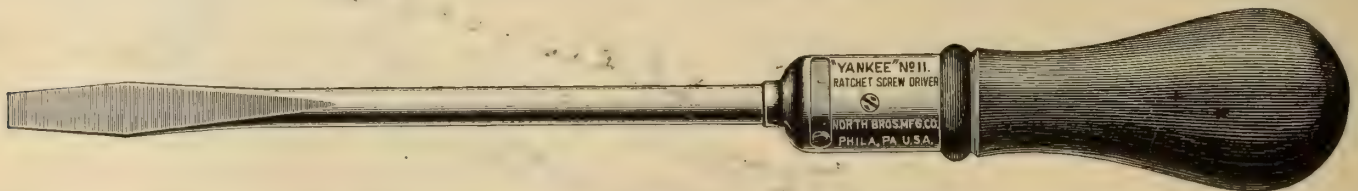
iums. While primarily an ironmongery institution, this house handles such an immense range of lines that it finds it necessary to issue several catalogues. A number of its recent publications have been received by **HARDWARE AND METAL**. The bulkiest of these is a 200 page book devoted to iron, brass, tin, copper, steel and wire goods, woodenware and jewelry. One looking through these pages would naturally think that everything that a hardwareman might handle was described therein, as it is replete throughout with illustrations and descriptions. But each of the other catalogues gives new lines in enormous variety of kind and design. Catalogue No. 34 is devoted to specialties in enameled wrought steel hollow-ware and art tinware; No. 36, to tinware, japanned ware, baths, etc.; No. 37, to lamps, lanterns, chimneys and accessories. The last-mentioned contains descriptions of back, hanging, wall, hand, safety, benzoline, central draught, suspension, bracket and carriage lamps; lanterns of all kinds; petroleum tanks,

YUKON FREIGHT BLOCKADE.

"WE are up against it," said an old shipper yesterday thoroughly acquainted with the freight situation.

"The railroad company has now more freight than it can possibly get into Dawson this season, perhaps twice as much, even with the magnificent efforts it is making," says The Skagway Alaskan, of September 25. "The freight sheds at White Horse are crowded to their limit and in order to relieve the situation there as much as possible the company is sacrificing its earnings and surrendering freight at Bennett. It is encouraging to shippers to take advantage of this, and whether through freight or White Horse freight it will be given up at any point which the shipper considers best to his advantage.

"The warehouses and the wharves at Skagway are uncomfortably filled with freight, and when I left Seattle last week, there was as much freight piled up there already and at British Columbian ports as all



ratchet driver has met with an unprecedented success, because of its quality, easy and satisfactory working and reasonable price. Its introduction made it possible for mechanics generally to possess such a tool.

The materials and workmanship are of superior quality in every detail. The drivers are strong, durable, handsomely finished, thoroughly tested before leaving factory, and sold at right prices.

The screw driver is made in the following sizes, packed one half dozen in strong paper box: 2, 3, 4, 5, 6, 8, 10, and 12 inches. Net prices will be quoted on application.

CATALOGUES, BOOKLETS, ETC.

A TELEPHONE CATALOGUE.

A catalogue which hardware dealers who desire to keep up-to-date should secure has just been issued by Ness, McLaren & Bate, Montreal. Its value consists in the fact that it gives full descriptions and illustrations of the various styles of business and municipal telephone systems which that firm manufacture. As the use of private telephone systems is steadily growing, this book is an authority of value to every hardware man.

THE INTERNATIONAL EXCHANGE.

The International Exchange, Birmingham, England (Hoods' Limited), is one of the largest of England's wholesale empor-

cabinets, cans and measures, shades, chimneys and globes in great variety. As many of the articles described are patented specialties, this book is a veritable authority on lamps. In fact, Hoods', Limited, act as agents for so many big English and Continental manufacturers that all their literature is worth having. Another book this firm have just issued is a small, daintily-printed booklet dealing with the origin and growth of the International Exchange. This contains several views which give an excellent impression of the beauty and extent of the great showrooms of the Exchange.

"GOOD CHEER" STOVES AND RANGES.

The James Stewart Manufacturing Co., Limited, Woodstock, Ont., have issued their 1900 catalogue and wholesale price list of "Good Cheer" stoves, ranges and heaters, hollow-ware, farmers' boilers, hot-air furnaces, registers, etc. This work is one of the most complete that this company has ever published, for, besides its scores of illustrations, of stoves, ranges, etc., with the full descriptions attached, it gives some useful information re the proper care of stoves, chimneys, etc. The book is printed on fine paper, with cloth covers, and is attractive, as well as useful.

George Roth, general merchant, North Thompson, B.C., is dead.

the steamers could possibly carry this month. Steamers from White Horse will probably not make more than one more round trip and none of the large steamers are able to take nearly a full cargo—scarcely more than half—on account of the water lowering by the freezing up of the streams near their sources.

"From Bennett the steamer Ogilvie is towing scows down to White Horse; but there will not be nearly enough scows. The average of all the Bennett firms was, last week, only six a day and all the scow lumber in sight is nearly exhausted, with no possibility of obtaining a fresh supply in time to be of use. Last week every available stick in Skagway was purchased and has been shipped to Bennett. I see around me here the very same people, running around in a frenzied state of mind about their freight, who were 'up against it' in the same way last year. They don't seem to learn anything by past experience and knowledge of the conditions and I guess the same may be said of myself."—Daily News, Dawson, October 3.

The Marlbank cement works, which were destroyed by fire some weeks ago, are to be rebuilt on a much more extensive scale. It is proposed to make the output 1,000 bbls. per day.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

ADVANCES IN BILLETS, PLATES, ETC.

THE New York Journal of Commerce, of October 31: "There has been a distinct change in the tone of the iron and steel markets during the past two weeks, and sentiment is perceptibly more confident. The improvement as yet has been more in the direction of an increased volume of business, rather than in the way of higher prices. In the latter respect also, however, the change has been reflected to a moderate extent. A number of articles now show substantial recoveries from the low prices of the late summer. This is notably the case in bar iron, which suffered more reduction in price than many other lines. Billets also, which have hung around low prices with little indication of early improvement, are evidently firmer, with a marked increase in the demand. Advances of about \$2 a ton in the price of plates were announced at the beginning of the week, and the advances are declared to be fully justified by the increased demand.

"The following table shows the leading changes in prices which have recently taken place:

	Low price.	Present prices.	Advance.
Billets	\$16 50	\$17 50	\$1 00
Tank plates	22 00	24 00	2 00
Bar iron	17 00	22 00	5 00
Old rails (eastern mill)	12 00	13 75	1 75
Scrap iron			2 00

"The American Steel & Wire Company has not advanced prices since the cut of last April. It is claimed, however, that that cut was relatively not so severe as the aggregate of reductions made in various other products, and, consequently, that prices of wire, nails, etc., are about on a parity with those of some of the items above noted after allowing for the recent advances.

"Members of the iron and steel trade appear to take more interest in the increase in business, than over advances in prices. Many conservative interests deprecate the recurrence of any such abnormal rise in values as occurred in 1899, and express the opinion that prices will take care of themselves if the placing of orders continues on a scale now indicated."

TRADE OUTLOOK IN SHEFFIELD.

The prospect of a cycle of bad trade is now being discussed as within the range of possibilities. The general opinion is, however, that even if the next few months show that the long spell of prosperity with which the country has been favored has come to an end, Sheffield will be less affected than many other centres of industry. The manufacture of war material will provide much valuable work during the next few

years. The requirements of steel for railway stock will represent a great amount of well-paid labor, and Sheffield is benefiting, and is certain to benefit to an even greater extent in the future from the revolution which is taking place in castings for engineering purposes. We refer to the wholesale substitution of Sheffield steel for iron for various parts of engines and machinery of all descriptions. The development of electrical power is yet another feature of the position in which Sheffield has good reason to rejoice. It will thus be seen that there are substantial grounds for the belief that even if bad trade becomes general the depression will only be of partial extent in Sheffield.—Ironmonger, October 20.

TINPLATE TRADE IN SOUTH WALES.

The tinplate trade continues very quiet. Shipments for the week only amounted to 28,350 boxes, Holland and Belgium taking 1,450 tons, or more than all the other continental ports and America put together. As receipts from works were 41,300 boxes, stocks have been increased to 161,500 boxes. The business done at the Birmingham quarterly meeting was of a disappointing character, both as regards the extent of orders placed and the price obtainable. No business was possible except at a reduction of 1½d. per box, and prices were really brought down to the level at which they stood when the year opened. Full weight 14 x 20 cokes were sold for as low a sum as 13s. 7½d., or 3d. less than was quoted.—Ironmonger, October 20.

UNITED STATES METAL MARKET.

Politics occupies the bulk of attention in the metal trade, both buyers and sellers showing more interest in the noonday meeting at the Metal Exchange than in the ups and downs in prices. Thus, while London cables showed a decline of £1 10s. in the price of spot tin, here it was nominal, and but a shade easier, at 27.87½c., with business confined to sales of very small lots. November was offered at 27.87½c. and December at 27.75c., but there were no buyers.

COPPER—A further decline of 7s. 6d. was reported in London, but here the market was firm, though quiet, at 16¾ to 17c. for Lake Superior ingot and 16¾c. for electrolytic and casting.

PIG LEAD—The market was very quiet, but steady, at 4.37½c. in carload lots.

SPELTER—The firm tone of the market was maintained, but there was little business. The quotations remained at 4.10 to 4.15c.

ANTIMONY—Trade was of a moderate jobbing character, but the market was steady at 9½ to 10½c., as to brand.

TINPLATE—The market remains dull and uninteresting, with prices somewhat nominal.

IRON AND STEEL—The better tone noted in our last was maintained, but there was little actual improvement in business in any line.

At Newcastle the pig iron trade is rather quiet, and the disproportionate prices of Cleveland and Scotch pig iron are affecting the demand for the former across the border. Still, a large local consumption and an average export, with very small stocks, tend to maintain prices in the Newcastle district.—Steel and Iron Trades Review, October 20.

WOOD, VALLANCE AND CO.'S
TORONTO OFFICE.

The Toronto office of Wood, Vallance & Co., located heretofore at 88 York street, will remove about November 1 to more commodious and central quarters, 32 Front street west, near Bay street. Mr. H. T. Eager, who is in charge of the office, invites the trade to call and inspect the firm's line of samples, and, when visiting Toronto, to make his office their headquarters.

PERSONAL MENTION.

Mr. A. T. Chambers, one of H. S. Howland, Sons & Co.'s Northwest representatives, is in Toronto for a few weeks getting his samples into shape.

Mr. Walter H. Cottingham, general-manager of the Sherwin-Williams Co., accompanied by Mr. C. C. Ballantyne, Canadian manager, was in Toronto this week to visit their Toronto branch.

ANSWERS TO CORRESPONDENTS.

In this department any inquiry on trade matters will be answered. Correspondents not wishing their names to be known will kindly say so in making the inquiry.

Pratt & Macaulay, Victoria, B.C.—The name of the firm you refer to is A. Burkhart, 2 Talbot Court, Grace Church street, London, E. C.

A CHEAP DISINFECTANT.

Nitrate of lead is, according to an exchange, the cheapest disinfectant known that fulfils its intent. It is made by dissolving half a drachm of nitrate of lead in a pint of boiling water, then dissolve two drachms of common salt in eight or ten quarts of water. When both are thoroughly dissolved pour the two mixtures together, and when the sediment has settled you have a pail of clear fluid which is the saturated solution of the chloride of lead. A pound of nitrate will make several barrels of the liquid.

MONTREAL RETAIL HARDWARE ASSOCIATION.

The Draft Constitution and By-Laws.

APPENDED is the constitution recently adopted by the constitution committee appointed by the Retail Hardware and Paint Dealers' Association of the City and District of Montreal. It has been laid on the table, and will be thoroughly discussed at the regular meeting in Monument National on the evening of November 7 :

CONSTITUTION.

ARTICLE I.

This association shall be called The Retail Hardware and Paint Dealers' Association of the City and District of Montreal.

ARTICLE II.

The object of this association shall be to bring about a closer relation between the members of this association, to correct commercial abuses, and to promote the combined interest of the members.

ARTICLE III.

OFFICERS.

Section 1.—The officers of the association shall be eight (8) in number. They shall consist of president, first vice-president, second vice-president, recording secretary, assistant recording secretary, corresponding secretary, treasurer and assistant treasurer, who shall be elected by a majority vote at the annual meeting, and who shall hold office for one year, or until their successors are elected and shall have been qualified.

EXECUTIVE COMMITTEE.

Section 2.—The executive committee shall be composed of the first five officers—president, first vice president, second vice-president, recording secretary, treasurer—and twelve (12) members to be elected at each annual meeting to hold office for one year, and to be the general committee on grievances, and to consider any and all matters which may come up from time to time, and have power to appoint all special committees or arbitrators, as occasion requires.

BY-LAWS.

ARTICLE I.

Any person, firm or corporation who is engaged in the hardware and paint business, known and recognized as a regular dealer in these lines, and not a member of any similar organization, may become a member of this association.

ARTICLE II.

The fee for admission to membership shall be \$1, and annual dues \$5, payable per annum in advance.

ARTICLE III.

Every person who wishes to become a member of the association must be presented

by an active member of the association at a regular meeting. This presentation will be made by notice of motion, and can be taken into consideration at the next regular meeting. All new members, as soon as they have been notified of their admission, will write their names and business addresses in the register of association membership.

ARTICLE IV.

No firm or corporation shall be entitled to more than one vote, either in voting for office, place of meeting, or at any other election held in this association. No proxy shall be allowed.

ARTICLE V.

The president shall preside at all meetings and act as chairman of the executive committee; in his absence, the vice-president shall perform the duties of the president. The president shall appoint all committees, unless otherwise ordered or provided for in the constitution and the by-laws.

ARTICLE VI.

DUTIES OF THE SECRETARY.

The secretary shall keep a record of all meetings of the association and its committees, notify all members of their appointment, keep a list of all members in a book for that purpose, and perform such other duties as pertain to his office or may be prescribed by the by-laws. The compensation of the secretary shall be \$50 per annum.

ARTICLE VII.

DUTIES OF THE RECORDING SECRETARY.

The recording secretary shall conduct all correspondence, keeping copies of same, and shall perform such other duties as pertain to his office.

ARTICLE VIII.

DUTIES OF THE TREASURER.

The treasurer shall have charge of all moneys of the association, collect all fees and annual dues, pay all bills, when approved at the semi-monthly meeting, by cheque signed by president and treasurer, and report the condition of the treasury at each annual meeting and when required by the president.

ARTICLE IX.

MEETINGS.

The regular meeting of the association shall be semi-monthly, the first and third Wednesdays, time and location to be chosen at the annual meeting. There shall also be an annual meeting of the association to be held on the first Wednesday of October.

Nine (9) members shall constitute a quorum for the transaction of business at

the semi-monthly meeting, and five (5) will constitute a quorum of the executive committee.

ARTICLE X.

SPECIAL MEETINGS.

A special meeting may be called by the president or upon a written request of five members of the association at any time, the president to instruct the secretary to issue notice of such meeting to all members, and no other question shall be discussed but the one for which the meeting has been called. At a special meeting 10 shall constitute a quorum.

ARTICLE XI.

GRIEVANCES.

All grievances shall be sent to the secretary of the association, and shall be in writing, giving full particulars, accompanied by such proofs and vouchers as can be procured to substantiate the grievance. Thereupon it shall be the duty of the executive committee to investigate such complaints and take such actions as shall be deemed best, and adjust amicably, if possible, such faults, but, failing in this, the members of the association shall deem it incumbent upon themselves to withdraw their patronage from any wholesaler or manufacturer who insists upon following a course which is detrimental to the business interests of any member or members of this association. Full and complete records of such cases to be submitted to each member of the association, with whatever suggestions the executive committee may make.

ARTICLE XII.

REVISION OF AMENDMENTS.

These by-laws may be amended or revised by a two-thirds vote of those present and voting at any regular meeting of the association. Any proposed change in the constitution or by-laws shall be proposed at one meeting and voted on at the next.

ARTICLE XIII.

ORDER OF BUSINESS.

Section 1—Semi-monthly Meetings.

1. Reading of minutes.
2. Notice of motion for admission of members.
3. Admission of members.
4. Reports of committees.
5. Unfinished business.
6. New business.
7. Suggestions for the good of the association.

Section 2—Annual Meeting.

1. Roll call of members.
2. Reading of minutes of last meeting.
3. President's address.
4. Report of corresponding secretary.
5. Report of recording secretary.
6. Report of treasurer.
7. Report of committees.
8. Miscellaneous business.
9. Nomination of officers.
10. Election of officers.

EXTENDED INSURANCE.

One of the many liberal features embodied in the
UNCONDITIONAL ACCUMULATIVE POLICY
issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premium have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

COPP'S WARRIOR HEATER

For Coal or Wood.



IN the last two issues of this excellent trade journal, we have illustrated the external appearance of our wonderful heater. The cut here illustrated represents an internal view. No heater made in America will give the same heat on the same consumption of fuel as Copp's Warrior Heater.

Two Sizes:
Nos. 28 and 34.

Established 1860.

Incorporated 1895.



CAMPAIGN ...TORCHES

We have a good supply of **TORCHES** now on hand, but the demand is likely to be very great. Order early to insure Prompt Shipment.

The THOS. DAVIDSON MFG. CO., Limited,
MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, November 2, 1900.

HARDWARE.

THE general impression seems to be that, contrary to some pessimistic statements that have been made to the effect that the fall in hardware prices is not yet completed, a reaction in all iron and steel prices is coming directly after the elections. Political excitement is doubtless causing trade to be quiet this week, and we anticipate no improvement within the next few days, yet, in spite of dullness, there is talk of advances in prices in several lines. The feeling in the United States in iron and steel trades of all kinds has improved. This has reacted here, and wrought scrap is \$2 to \$3 a ton higher than it was two or three weeks ago. And the mills are picking up all supplies eagerly. There was a rumor going the rounds of the trade last week that bolts would be marked up in a few days, but as yet the advance has not materialized. Bar iron has not declined any farther, and cannot be obtained under \$1.55. An advance is looked for in this article by some

students of the market. One of the most hopeful signs is the fact that certain wholesalers are stocking. One cannot but think that the market has taken a turning point. Stocks must now be getting light. Heavy supplies were laid in last year in most lines of goods, and this partly accounts for the slow trade this summer and fall, but these stocks must soon be unloaded. The demand runs in the same channels as last week.

BARB WIRE—There is little call for barb wire and the market continues bare. The base is \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—Inquiries are few and far between. We quote as follows: Nos. 4 and 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

SMOOTH WIRE—Some hay-baling wire continues to be sold. The base price is \$2.80 per 100 lb.

FINE STEEL WIRE—The usual demand

is being experienced. The discount is 17½ per cent. off the list.

BRASS AND COPPER WIRE—There is nothing new in this line. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—The call is not great. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—The call for wire nails continues good, orders being small but regular. The price is unchanged at \$2.85 for small lots and \$2.75 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—The call for cut nails is not great; it seems that there are heavy stocks throughout the country yet. We quote \$2.35 for small and \$2.25 for carlots. Flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Inquiries for horse nails are numerous. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—Trade continues good.



"FAMOUS" LITHOGRAPHED STOVE BOARDS

Made from ONE PIECE of sheet metal. No CORNER PIECES to break away. Made with WOOD lining. The pattern is one specially designed by The McClary Mfg. Co., for the TRADE OF 1900. A nice OAK-GREENED GROUND, with ACORN PATTERN BORDERS of different shades, makes a NEAT ATTRACTIVE BOARD, which harmonizes with any carpet or floor.

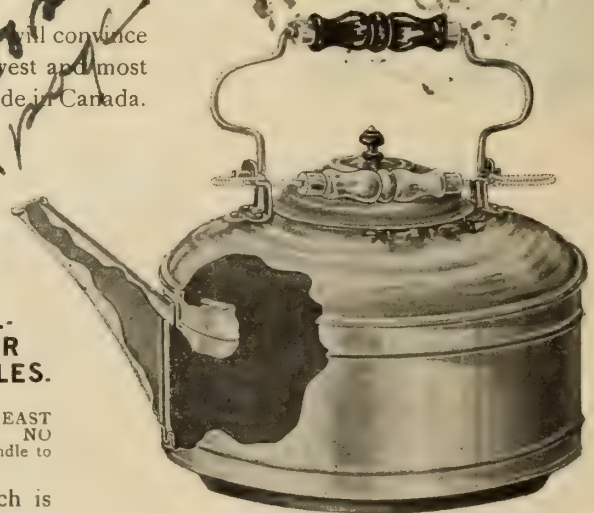
A SAMPLE ORDER will convince you that this is the neatest and most attractive stove board made in Canada.

Made also in
Crystallized

"PERFECTION" SEAMLESS NICKEL-PLATED COPPER TEA KETTLES.

Made with DOUBLE SEAMED SPOUT that cannot be melted off. SEAMED ON BREAST that will not drop off. HANDLE MADE OF ONE PIECE, which cannot fall apart. NO RIVETS IN HANDLE to break away. A SPECIAL EAR that will not allow the handle to bruise the breast.

We are now making a NEW KETTLE from 18-oz. COPPER which is especially strong and durable.



Nos. 8 and 9.

THE McCLARY MFG. CO.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

VANCOUVER.

The only good reason for using a common galvanized iron is that you don't know the difference.

American Sheet Steel Company, New York.

Representatives for Canada

R. & S. H. Thompson & Company

26 St. Sulpice Street

Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—A good business has been transacted in screws this week. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.

BOLTS—The situation seems to be firm. Trade is fair. Discounts are: Carriage bolts, 65 per cent.; machine bolts, 65 per cent.; coach screws, 75 per cent.; sleigh shoe bolts, 75 per cent.; bolt ends, 65 per cent.; plough bolts, 60 per cent.; square nuts, 4½c. per lb. off list; hexagon nuts, 4¾c. per lb. off list; tire bolts, 67½ per cent.; stove bolts, 67½ per cent.

COTTERPINS—There is no change to note. We quote as follows: 55 per cent. off English list, or, according to American list, all sizes but ¾-in. wire, 80 per cent. off, and ¾-in. wire, 70 per cent. off.

RIVETS—Inquiries are few. The discount on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE—Both manila and sisal are weak. Business is rather slack. Manila is worth 10¾c. per lb. for 7-16 and larger; sisal is quoted at 7¾c. per lb. for 7-16 and larger. Lath yarn is worth 7¾c. per lb.

SPADES AND SHOVELS—A few lots continue to go out. The discount is 40 and 5 per cent.

TACKS—There has been no further change to note this week. As base prices we quote: Carpet tacks in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—Firebricks are still in good demand with jobbers' prices at \$17 to \$24, as to brand, ex wharf.

CEMENT—Orders are not large, but they are numerous and make up a good trade. Stocks are fairly light. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10 per bbl.

METALS

The situation is improving. The feeling in pig iron is better, although prices are no

RUSSIA IRON

Genuine and Imitation.

CANADA PLATES

Ordinary and All Polished.

SHEET ZINC "V.M." Brand SANDERSON'S CAST STEEL.

In stock at Montreal. Close prices to
wholesale buyers.

A. C. LESLIE & CO.

AGENTS, MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

PIG TIN
INGOT COPPER
LAKE COPPER
PIG LEAD
SPELTER
ANTIMONY

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Our Big Four.

Elastilite Varnish.

Granitine Floor Finish.

Maple Leaf Brand Liquid Coach Enamel.

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Big because no other store lines sell as fast.

Big because of the satisfaction to be obtained by their use.

Big because, being satisfied, your customer comes back for more, which results in your having a big sale for them, a bigger turnover in your business and a bigger balance to your credit in the bank at the end of the year.

Write For Descriptive Catalogue.

Manufactured only by—

The Imperial Varnish & Color Co.
TORONTO, ONT. LIMITED

JOHN BOWMAN
HARDWARE & COAL CO.,

....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz :

CEBRIANA,
 FITZCLARENCE, DALTONHEAD,
 CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

higher. The bottom of the bar iron market seems to have been reached. Galvanized iron is scarce on the Montreal market. Stocks, on the whole, are light.

PIG IRON—The American market for pig iron is somewhat stiffer this week. Although local prices are not visibly affected yet, a better spirit is prevailing. Canadian pig iron is worth from about \$20 to \$21, and Summerlee about \$24 to \$25. A few lots only have changed hands this week.

BAR IRON—The tendency is firmer, and the downward movement has ceased. The prevailing figure is \$1.60 per cwt.

BLACK SHEETS—A good trade has been done in black sheets this week. We quote: \$2.95 for 8 to 16 gauge.

GALVANIZED IRON—Stocks have run rather short. Business is of a hand-to-mouth character. We quote as follows: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—There is some business doing all the time, but no large transactions are reported. The ruling price for ingot is 17½c.

INGOT TIN—The New York and London markets are in a state of complete stagnation. There are a few transactions taking place on this market. The ruling idea as to price is 34c.

LEAD—The market is quiet. The base is \$4.75.

LEAD PIPE—The fall demand is very good. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—Business in this line is limited.

We quote: Black pipe, ¼, \$2.80 per 100 ft.; ⅜, \$2.80; ½, \$2.80; ¾, \$3.05; 1-in., \$4.35; 1¼, \$5.95; 1½, \$7.10; 2-in., \$9.45. Galvanized, ¼, \$4.90; ⅜, \$5.40; 1-in., \$7.35; 1¼, \$9.75; 1½, \$11.70; 2-in., \$15.75.

TINPLATES—Charcoal plates are going out in fair quantities; coke plates are a little slower. We quote: Coke, \$4.50; charcoal, \$4.75.

CANADA PLATE—Fair quantities are moving. We quote as follows: 52's, \$2.90; 60's, \$3; 75's, \$3.10; full polished, \$3.75, and galvanized, \$4.60.

TOOL STEEL—A fair trade is doing. We quote: Black Diamond, 8c.; Jessop's 12c.

STEEL—The feeling is weak, and we quote reductions. We quote as follows: Sleighshoe, \$1.85; tire, \$1.95; spring, \$3.10; machinery, \$3.25, and toe-calk, \$2.50.

TERNE PLATE—Trade continues fairly brisk. We quote \$8.50.

SWEDISH IRON—Remains as before at \$4.25.

COIL CHAIN—Trade is quiet. We quote as follows: No. 6, 11½c.; No. 5, 10c.; No. 4, 9½c.; No. 3, 9c.; ¼-inch, 7½c. per lb.; 5-16, \$4.60; 5-16 exact, \$5.10; ⅜, \$4.20; 7-16, \$4.00; ½, \$3.75; 9-16, \$3.65; ⅝, \$3.35; ¾, \$3.25; 1-in., \$3.15.

SHEET ZINC—There is no change to note. The price is still 6¼ to 6½c.

ANTIMONY—Unchanged at 10½c.

GLASS.

There has been no change made in the

price of glass, but an advance is expected. Since the ruling prices of glass were set the German discounts have dropped eight points. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

Yielding to the sharp advance for large lots which is now in force both in Great Britain and in Canada, the local market has been raised 2c. per gallon. Indeed, it is felt that in view of the present high cost of oil that this is little enough, and further appreciations may take place at any time. We also note an advance in turpentine of 2c. per gallon, on account of higher quotations from the source of supply. Dry white lead has been marked up in the United States, but prices here continue steady, though firm. There has been an active movement in all staple lines during the past week. Varnishes and japans are being inquired for more freely. Dry colors are much brisker, and coach painters' specialties and implement paints are going out in encouraging quantities. We quote:

WHITE LEAD—Best brands, Government standard, \$6.50; No. 1, \$6.12½; No. 2, \$5.75; No. 3, \$5.37½, and No. 4, \$5, all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.25; in kegs, \$5.50.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 82c.; boiled, 85c., five to nine barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 63c.; two to four barrels, 62c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¾ to 9¼c. in whole-sale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

Business in scrap metals has been improving during the last two or three weeks, but as yet the demand is not great. We quote: Heavy copper and wire, 13 to 13½c. per lb.; light copper, 12c.; heavy brass, 12c.; heavy yellow, 8½ to 9c.; light brass, 6½ to 7c.; lead, 2¾ to 3c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$12 to \$13 per gross ton; No. 1 cast, \$12 to \$13; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4.

PETROLEUM.

The oil market shows no change. A good demand is still being experienced. We quote: "Silver Star," 15 to 16c.; "Imperial Acme," 16½ to 17½c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

The market keeps steady for green hides, stocks of which are well cleared. We quote: Beef hides, No. 1, 8c.; No. 2, 7c.; calfskins, No. 1, 8c.; No. 2, 6c.; lamb-skins, 70c. to 75c. each; sheepskins, \$1.05 each.

MONTREAL NOTES.

Cordage is 2c. per lb. lower.

Wrought scrap iron is scarce and \$2 per ton higher.

Higher prices are anticipated after the elections are over.

ONTARIO MARKETS.

TORONTO, November 2, 1900.

HARDWARE.

IN some trades we hear of interference with business by the elections, but, as far as the Toronto wholesale trade is concerned, there does not appear to be very much evidence of it. As far as can be learned, the volume of business during the past month has been fully equal to that of October a year ago. This month is opening



CROSSES AND FINIALS

OUR Catalogue shows a big collection of fine designs in these ornamental pieces.

We can't describe them fairly without your seeing the illustrations—but wherever such goods are needed for the artistic completion of a building, you'll find the assortment we offer both pleasing and economically reliable.

They are made of Copper or Galvanized Steel, and present a very wide choice of graceful designs.

Write us about them.

METALLIC ROOFING CO.

WHOLESALE MANUFACTURERS, LIMITED,
TORONTO, CANADA.

up well, and dealers are looking for an active trade. It is the opinion of some that it will even show a larger volume than November 1899. There is decidedly a better feeling in business in regard to prices than even a week ago. There has been a little more movement in oiled and annealed wire and also in hay-baling wire during the past week. Barb wire is still at a standstill. A further improvement is to be noted in the demand for wire nails, although the quantities wanted are not large. Cut nails are still quiet. A good business is still being done in cutlery and sporting goods. Enamelled ware is quiet, and the same is to be said of tinware. Such winter lines as horse blankets, crosscut saws, axes, axe handles, furnace scoops, coal hods, stove boards, etc., are all in good demand. The mild weather has somewhat interfered with the stove trade, but there are still a good many going out. The demand for furnaces seems to be as active as ever. There have not been many changes in prices; the most

important that has taken place is in sisal and manila rope, which have both declined.

BARB WIRE—There is practically nothing doing in barb wire. We quote \$3 from stock, and \$2.85 f.o.b. Cleveland, for carlots, and \$2.95 in less than carlots.

GALVANIZED WIRE—This is still quiet and featureless. Prices are as before. From stock, Toronto, we quote: No. 5, \$.44.2½; Nos. 6, 7 and 8 gauge, \$3.75; No. 9, \$2.90; No. 10, \$3.90; No. 11, \$4.95; No. 12, \$3.15; No. 13, \$3.25; No. 14, \$4.30; No. 15, \$4.90; No. 16, \$5.05. The f.o.b. price Cleveland for Nos. 6 to 9 base is \$2.70 in less than carloads, and \$2.60 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—There has been a little better demand for oiled and annealed wire, and sales have been a little better for hay-baling wire. The base price is unchanged at \$2.80 per 100 lb.

WIRE NAILS—Business in this line continues to increase, and a fair quantity is

moving, although the orders are still individually small. The base price is \$2.85 per keg in less than carlots and \$2.75 in carlots.

CUT NAILS—We cannot say that any improvement has taken place in this line, the demand being very light. The base price is \$3.35 per keg.

HORSE SHOES—Business in this line continues fairly good for this time of the year. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

HORSE NAILS—Trade is fairly good in horse nails. Discount, 50 per cent. on standard oval head and 50 and 10 per cent. on Acadia.

SCREWS—Trade continues good in wood screws and an active business is reported in machine screws. We quote wood screws as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—An active trade is reported in carriage, machine, and stove bolts. In tire bolts business is just moderate. We quote Carriage bolts (Norway), full square, 70 per cent.; carriage bolts, full square, 70 per cent.; common carriage bolts, all sizes, 65 per cent.; machine bolts, all sizes, 65 per cent.; coach screws, 75 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 65 per cent.; bolt ends, 65 per cent.; nuts, square, 4¼c. off; nuts, hexagon, 4¼c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

RIVETS AND BURRS—A fair trade can be still noted in both iron and copper rivets. Discount, 60 and 10 per cent. on iron rivets; iron burrs, 55 per cent.; copper rivets and burrs, 35 and 5 per cent.

ROPE—Still another decline is to be noted in the wholesale price of sisal and manila rope. In the former it is ½c., and the latter 1½c. per lb. The base price of sisal is now 7½c., and for manila 10½c. per lb. Cotton rope is unchanged as follows: 3-16 in. and larger, 16½c.; 5-32 in., 21½c., and ¾ in., 22½c. per lb.

BUILDING PAPER—Trade continues active in building paper, with the demand exceeding the supply in some lines.

SPADES, SHOVELS AND SCOOPS—A fair demand for the season is still being experienced for spades and shovels, and a good steady trade is to be noted in grain

and furnace scoops. Discount 40 and 5 per cent.

SPORTING GOODS—The activity noted in this line in recent issues continues good, and quite a number of guns and rifles are going out.

CUTLERY—Some good shipments have been coming forward for the wholesale houses and the demand on retail account is being well maintained.

TINWARE AND ENAMELED WARE—Business in both these lines is rather quiet.

CEMENT—There is a big movement to fill contract orders. Prices are unchanged. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The local metal trade has been rather quieter during the past week. The charcoal terne plates are lower by 15c., and a decline of 10c. is to be noted in hoop steel, otherwise our quotations are unchanged.

PIG IRON—Business in pig iron is still quiet, but prices are very steady, and a decidedly better feeling obtains.

BAR IRON—Prices are firm at quotations, and business is active. It is the general opinion that an advance may be expected shortly, particularly in view of the fact that the local scrap market is higher, and that there have been advances in bar iron in the United States. We quote \$1.60 to \$1.65.

HOOP STEEL—Business has been brisk during the past week, and the base price is 15c. lower, at \$3.10.

PIG TIN—Business has improved during the past week, and is now fairly active in small lots. Our quotations are unchanged at 34 to 35c. An advance of 15c. was made in London, on Thursday, and a better feeling now obtains in New York.

TINPLATES—Trade in this line during the past week has been fair, but without any special features.

TERNE PLATES—These are 25c. lower and 1 C are quoted at \$8.75 and 1 X at \$10.75. Business is not as good as last week.

TINNED SHEETS—Business is also quiet in tinned sheets, but prices are without change. We quote 28 gauge at 9 to 9½c. per lb.

BLACK SHEETS—The improvement in business noted last week has been maintained, for a good trade is still to be reported. The base price is still \$3.40 per 100 lb.

GALVANIZED SHEETS—The movement in galvanized sheets continues good, with prices steady and unchanged. We quote English sheets at \$4.85, and American at \$4.50.

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

CANADA PLATES—The demand has fallen off a little during the past week, due, no doubt, to the milder weather. We quote: All dull, \$3.15; half and half, \$3.25; and all bright, \$3.85 to \$4.

IRON PIPE—The situation in iron pipe remains much as before, the demand still being good.

LEAD PIPE—Trade is fair. We quote 7c. per lb. with discount 15 per cent., f.o.b. Toronto.

PIG LEAD—An active trade is being done this week. Prices are unchanged at 5 to 5¼c. per lb. The outside markets are reported firm.

SOLDER—The demand has improved during the past week and business is now fairly good. We quote half and-half, 21 to 22c.; refined, 20 to 21c.; wiping, 20 to 20½c.

COPPER—Ingot copper is quiet, but there is a good business being done in sheet copper. We quote ingot at 19 to 20c.; bolt or bar at 23½ to 25c.; and sheet at 23 to 23½c. The outside markets rule firm, and in New York manufacturers are sold far ahead, and second hands are not trying to force business.

BRASS—Trade has been good in this line during the past week. Discount on rod and sheet, 10 per cent.

ZINC SPelter—Trade is quiet and prices unchanged at 6 to 6¼c. In New York the market is firm.

ZINC SHEET—Trade in this line has been rather moderate during the past week. We quote: Cask lots, 6¾ to 7c., and part casks, 7 to 7½c. per lb.

ANTIMONY—A fair business has been done during the past week in this line. We quote 11 to 11½c. per lb.

PAINTS AND OILS.

The linseed oil market is attracting chief attention. As the primary market continues to stiffen, and as there is a big movement locally, jobbers have decided to advance their price of small lots 2c. per gal. The carlot price was raised last week. Turpentine is also firm, and buyers are active, though no advance will be made this week. The general movement keeps up well, which fact is largely due to the excellent weather for outdoor work. Except in linseed oil, there is no change. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.62½; No. 1, \$6.25; No. 2, \$5.87½; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to 7½c.

ORANGE MINERAL—Genuine, 8 to 8½c.

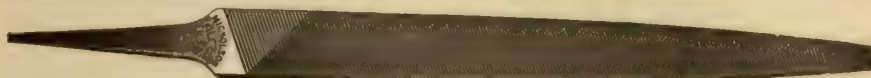
WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETT," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C. - 128 Hope Street, Glasgow - 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

GLAZIERS' DIAMONDS

of every description.
Reliable Tools at low prices.



A. SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 84c.; boiled, 87c.; 5 to 9 barrels, raw, 83c.; boiled, 86c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 63c.; two to four barrels, 62c., to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The advance of last week improved, rather than checked, the demand. The movement has kept better than usual at this season. The Belgian market keeps firm and the local market steady at the rise. We quote first break locally: Star, in 50-foot boxes, \$2.20, and 100-foot boxes, \$4.25; double diamond under 26 united inches, \$6, Toronto Hamilton and London; terms 4 months or 3 per cent., 30 days.

OLD MATERIAL.

There is a good movement, with prices steady throughout. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12¼c. per lb.; bottoms, 10¼c.; heavy copper, 13c.; coil wire scrap, 13c.; light scrap brass, 7c.; heavy yellow scrap

brass, 10c.; heavy red scrap brass, 10¼c.; scrap lead, 2¼c.; zinc, 2½c.; scrap rubber, 6¼c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

PETROLEUM.

Prices have declined 1c. throughout. There is a good movement. We quote: Pratt's Astral, 17c. in bulk (barrels, \$1 extra); American water white, 17c. in barrels; Photogene, 16½c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 15c. in barrels.

MARKET NOTES.

A decline of 25c. has taken place interne plates.

Hoop steel is quoted 15c. per 100 lb. lower at \$3.10.

Sisal rope is quoted at ½c., and manila rope 1¼c. per lb. lower.

H. S. Howland, Sons & Co. are in receipt of another shipment of "Chicago" machine horse clippers.

FIRST EXPORT SHIPMENTS.

Mr. L. Sapery, of the Syracuse Smelting Works, Montreal, has just returned from Europe. He reports business to be in a healthy condition, and he has secured some good orders for their celebrated babbitt metals and Columbia phosphor tin in England and France, which will be filled for the first time from the Canadian works. This is the first instance of babbitt metal or phosphor tin being imported from Canada. It means an immense increase in business for this firm.

The directors of The Grey and Bruce Portland Cement Co., Limited, have decided to build at Owen Sound, Ont., works of the most modern design, with a capacity of 500 barrels per day, and to cost about \$100,000.

MANITOBA MARKETS.

WINNIPEG, October 29, 1900.

HARDWARE.

THERE are a few changes in prices since last week. A change in list prices was fully expected to take place before this in sympathy with Eastern markets. Trade is slow and not expected to alter much before the beginning of the spring season. Hardwaremen show a distinct disinclination to talk, and declare there is positively nothing new in trade. The advance in linseed oil at other points has been followed here. Petroleum and lubricating oils have declined. The United States advances in glass are expected to produce corresponding advances here shortly, but at present the list is unchanged. In paints and oils, all lubricating oils, such as clear machine oil, cylinder oil and harness oil, are 4c. per gal. lower.

Price list for the week is as follows:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire.	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4.50 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge.	3 75
28 gauge.	4 00
Galvanized American, 16 gauge.	4 25
18 to 22 gauge	4 50
24 gauge.	4 75
26 gauge.	5 00
28 gauge.	5 25
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	3 90
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots.	8 00
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	9 25
" 3/4	9 35
" 1/2 and 5-16	10 25
Manila, 7-16 and larger	14 00
" 3/4	15 00
" 1/2 and 5-16	15 50
Solder	22
Cotton Rope, all sizes, lb.	15

Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	75 and 10 p.c.
Round "	70 p.c.
Flat " brass	70 p.c.
Round " "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	37 1/2 p.c.
Copper	33 1/2 p.c.
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Steel sleigh shoe	3 00
" spring	3 25
" machinery	3 75
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	5 p.c. advance on list.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M	16 25
Shot, Ordinary, per 100 lb.	7 25
Chilled	7 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	24 1/2 c.
Prime white American	23 c.
Water white Canadian	21 c.
Prime white Canadian	19 c.

PAINTS, OILS AND GLASS

Turpentine, pure, in barrels	\$ 70
Less than barrel lots	75
Linseed oil, raw	87
Boiled	90
Oils, clear machine oil	26 3/4
Black oil	25 to 30
Cylinder oil (according to grade)	49 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	2 00
Castor oil	per lb. 11
Glass, single glass, first break, 16 to 25	
united inches	2 50
26 to 40	per 50 ft. 2 75
41 to 50	6 00
51 to 60	6 50
61 to 70	per 100-ft. boxes 7 00
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	2 3/4
White lead, pure	per cwt. 7 25
No. 1	7 00
Prepared paints, pure liquid colors, according to shade and color	per gal. \$1.30 to \$1.90

MONTREAL BUSINESS DIRECTORY.

John Lovell & Son have just published their thirteenth edition of Lovell's Business Directory, containing an index to streets, tariff of Customs, and names, business and address of every firm or person doing business in Montreal. It is corrected up to July 1900. A miscellaneous directory has been compiled with great care and adds to the book's worth. A guide to streets will serve as a handy reference. The binding is tasty and reliable. In board, the Directory sells for \$1.50—400 pages.

JUST FOR CLERKS.

DO not start a store until you are situated so you can own it and have a little surplus besides, says Storekeeper. There are plenty of stores in the city, and also in the country, which are started by ambitious and energetic young men who could make good salaries as clerks; and these are often started with limited capital, and with the backing of some wholesale house. The young man works all the time, eats and sleeps in the store, has no nights off. His life is a constant grind; each month finds him a little more in debt, and, finally, the wholesale house takes his all—its own goods, the young man's money and what goods he has bought from some one else. It all goes! There is no friendship in a chattel mortgage! Then he is ashamed to go home, and so he stays in the city and works for less than he could get at his own home with all its pleasant surroundings.

To change the subject now, study to become a good salesman. Your knowledge of goods is of no use unless you can sell them.

Be a "good fellow"; be careful at all times (even if your head does ache) but do not let people—especially young people—get too familiar with you, or they will make he store a loafing place. Never trust them for goods without consulting your employer.

Do not forget that you are not accommodating a customer by waiting on him. It is the customer who is accommodating you. It is of no use to advertise for trade if the customer is not well treated on his first visit; if he wants what is not in stock, use every effort to obtain it, and, no matter how small the order is, do not keep the customer waiting for it, but send it to him. People are continually changing from one store to another, and, if they do not get the proper attention from you, they will go where they can get it.

No clerk should take the responsibility of "talking back" to a customer. If he ever owns a store, he will think twice before losing a sale or a customer. If your employer's business is sufficient to pay a good salary to a clerk, it is to your interest to increase it, rather than diminish it by surly manners or inattention to customers. Your employer may notice these things more than you think.

John H. Lee is opening a hardware store at Woodstock, N.B.

The shipments of coal from Cape Breton, N.S., amounted to 1,226,500 tons up to September 30, as against 1,030,683 tons in same time last year.

THE TRADE LIE.

Privately most merchants hold the truth in strict regard, but many are less scrupulous in their public dealings, hence that expressive phrase, "trade lie," remarks New York Commercial Enquirer. When a storekeeper advertises that he is selling goods at cost and is not, he utters a trade lie. When he announces that he has bought the entire stock of a manufacturer, when in fact he has not purchased a quarter of it, he is guilty of a trade lie. When he claims that a \$2 article is equal in style and workmanship to a \$5 one, he is responsible for a trade lie. Is it worth while? Methodical, plausible lying may conceivably benefit its author, but clumsy, transparent lies seem sheer waste of time and a needless burden upon the conscience. Nobody is deceived; the skeptic shrugs his shoulders meaningly and trades elsewhere; the cynic smiles knowingly and buys at the store down the block; the simpleton may be tricked once, that is all. And the merchant himself does not feel happier. During a leisure moment let him ask himself in what essential a "trade lie" differs from an ordinary.

S. F. Darries is starting as sawmiller in Victory, N.S.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

WANTED

HARDWARE SALESMAN, apply, stating experience and salary expected, to J. S. MOIR, Arnprior, Ont. (44)

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

If you Want to Learn Anything About Advertising.
If you are a business man and get or want to get business by any kind of advertising, and want to know how to advertise and make money; or if you are an employee and expect to go into business for yourself; or if you want to get into a new and profitable profession—we furnish the foundation—the accumulated knowledge on the subject. Investigation costs you nothing. Invaluable information will be sent Free. Address Advertising World, Publicity Club, Columbus, O.

M^caskill, Dougall & Co
— Fine Varnish & Japan —
Manufacturers
Montreal
Price Lists on application

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



VanTuyt & Fairbank

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

KNOX HENRY

Heavy Hardware and Metal Broker
Room 220½ Board of Trade, MONTREAL.

TACKS, CUT NAILS, WIRE NAILS, HORSE
SHOES, HORSE NAILS, SPIKES,
BOLTS, NUTS, ETC.

SPECIALTIES — "C" Brand Horse Nails —
Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co.,
Limited, Birmingham, Eng.

WESTERN

Incorporated
1851.

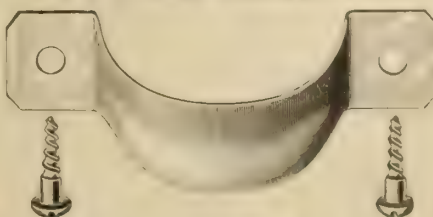
ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,340,000.00
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

TWO GOOD THINGS.
THE KLONDIKE SAMPLE HOLDER
AND A NEW DRAWER PULL

in solid bronze, packed with round head screws. This pull is made especially for Bennett's shelf box, and, like the box, is neat, strong and cheap. For prices and free sample, write to the maker of Bennett's shelf box.

J. S. BENNETT, 20 Sheridan Ave., Toronto.

N.B. — Shelf boxes made to fit your present shelving.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL.

"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?
WISH THUS TO BUILD
an
advertisement
in the
**CONTRACT-
RECORD.**
TORONTO
will bring you
tenders from the
best contractors

THE OAKVILLE
BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE
BASKET CO.



Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

HEATING AND PLUMBING

VENT PIPES OR ANTI-SIPHON TRAPS.

THE plumbers of Cleveland, Ohio., are doing their utmost, according to an exchange, to prevent the adoption of an ordinance before the City Council to permit of the use of anti-siphon traps on plumbing systems instead of the pipes which are now used to protect the trap seal and which also ventilate the drainage system so as to destroy by dilution with air the gases that are generated by the decomposition of the matter discharged through waste pipes. The builders and architects are said to favor the new ordinance, as it will reduce the cost of buildings by the elimination of a large amount of expensive material and high-priced labor. It is pointed out that there are several traps on the market that are proof against siphonage and the work and piping required by the present ordinance would be unnecessary if they were used and a considerable saving effected to the owner.

The question is interesting, as Buffalo, N.Y., has passed such an ordinance and the city council of Pittsburgh, Pa., have a similar measure under consideration. Some of the opposition is purely selfish and due to the fact that just that much work would be taken away from journeymen plumbers. The stronger opposition presented by the plumbers is that any trap is liable to lose its seal under some conditions, and then there is nothing to hinder the entrance of the undiluted sewer air to the building, which is a more serious matter if it is a residence. They also point out that the gases affect the materials of the system and present samples to show that when undiluted they quickly eat through the pipes and enter the buildings.

The non-siphon trap has many strong recommendations, but it cannot bring a circulation of air through a drainage system to dilute and thereby largely destroy the power of the gas to do harm. These are points that are entitled to careful consideration before an ordinance is adopted in reference to a system that bears such a vital relation to the health of the public. It is probable the principal and most weighty arguments that will be brought to the notice of the councilmen will proceed from self interest and a desire for reducing cost, whereas the most important points for consideration are of a sanitary character, and it is on them alone that the ordinance should be adopted or rejected. There is at the

present time a feeling of disquiet as to the necessity of the system of ventilation used in connection with house drainage work. In view of the improvement in general health that has attended the introduction of the modern system of plumbing, the substitution of any new system which contemplates a reduction of its parts should be studied with care by men competent to judge rather than be adopted because it brings a saving to the owner.

DIFFICULTY OF SOLDERING ALUMINUM.

The following is an extract from a paper by Joseph Steinmetz, of the firm of Janney & Steinmetz, of Philadelphia, read a short time ago before the Franklin Institute:

"One thing," says Mr. Steinmetz, "that has figured seriously to the disadvantage of aluminum, and, indeed, has quite precluded it from many excellent fields of use, is the lack of a good, cheap, easily worked and permanent solder. It is true that there is a most excellent solder upon the market, invented by Joseph Richards, but this solder is difficult to apply, and it is frequently beyond the ability of the ordinary tinsmith to secure a satisfactory joint.

"There are several reasons for this lack of success. Not keeping the work hot is the chief cause of the solder mashing and making a rough, dirty seam. It is often true that the peculiar pattern or intricate design of the piece makes it impossible to keep the work hot at the points to be soldered. Then, too, the quick formation of a film of oxide upon the aluminum, unless removed by scratching or filing, figures to the disadvantage of a solder by not permitting it to take a firm hold upon the parts to be jointed.

"Wherever possible, then, it is earnestly suggested to make joints by crimping or lock seaming or by riveting, or, better yet, to avoid all joints by spinning or drawing up the shape to be made, whenever its contour will permit of such practice. The old saying that 'the best joint is no joint at all' holds good here conspicuously."

PLUMBING AND HEATING NOTES.

Ballantyne & Co., plumbers, etc., Montreal, have registered partnership.

Paddon & Nicholson, plumbers, etc., Montreal, have dissolved.

John Higman, plumber and steamfitter, Ottawa, has assigned to W. A. Cole. The creditors will meet on November 5.

SOME BUILDING NOTES.

PLANS are being prepared for a new church and Sunday-school in the west end of Vancouver for St. Andrew's congregation of that city.

Jared Stauffer is erecting a new house in Washington, Ont.

A new Methodist church is being built in Mount Pleasant, Ont.

A Presbyterian church, to seat over 300, is to be erected in Phoenix, B.C.

The Episcopal church in Arnprior, Ont., is being repaired and enlarged.

Tenders are being invited for alterations to an office building at the corner of Granville and George streets, Halifax.

A. J. Henderson, A. C. Champ and J. J. McCullough are building residences in Dundalk. Two business blocks are being put up by Morgan & Higgins.

A new hotel, two storeys, 35 x 50 ft., is to be built in Phoenix, B.C. Smith Bros. have started work on the Morrison-Anderson building, which is to be 50 x 65 ft.

Building operations in Dundas, Ont., are still very active. Grafton & Co.'s new factory building is rapidly nearing completion. W. A. Davidson's new residence is expected to be ready by Christmas. It is expected that work will be commenced at once on the new armoury, and the House of Providence new building is well under way. The axe factory is being overhauled and put in good running shape to start about the first week in November, and Mr. Blasdell's two new houses on Main street are about ready for their tenants.

OTTAWA BUILDING OPERATIONS.

The past summer has been an unusually active one in Ottawa. It is estimated that between \$600,000 and \$700,000 have been spent on buildings during the season, over 300 permits having been taken out. Some of the latest permits issued were to Ald. A. J. Davis for two houses on Hickey street, to cost \$2,200 each, and two on Jane street, to cost \$1,500 each; to J. McFarlane, for a solid brick block on Wellington street, to cost \$5,000; to J. L. Rochester & Co., for a brick store and dwelling on Wellington street, to cost \$3,500; to Mrs. Sarah Gagnon, for a house on Rochester street, to cost \$1,000. The work on the Ottawa Dairy Co. building on Somerset street is going ahead rapidly. The foundation of the large wholesale warehouse of Thomas Birkett, on

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

"SELL'S COMMERCIAL INTELLIGENCE,"
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.



HEATING GOODS

Cast Iron Fittings and
Appliances
Manufactured
Steel Traps,
Thermometers, etc.

The **JAS. MORRISON BRASS MFG.
CO., Limited**
... TORONTO.

*Standard Paint & Varnish Works.
Limited
Makers of High Grade
Varnishes, Lacquers,
Paints, Colors & Enamels.
Windsor, Ont.*

Portland Cements

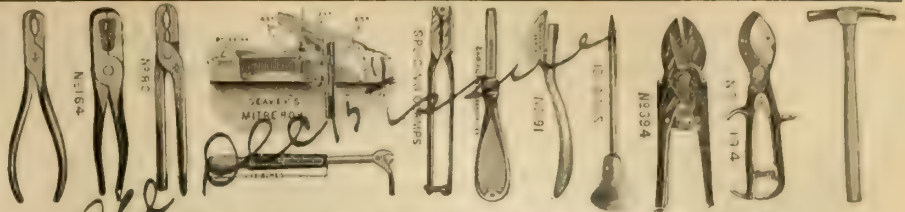
BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.

Also Razors, Strops, Glass Cutters, Etc.

Write for new Catalogue.

Hardwood CHARCOAL in Bulk or Sacks. WOOD ALCOHOL equalling Methylated Spirits as a solvent

Manufactured only by ..

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
Deseronto.

Gooderham Building, **TORONTO**

DIAMOND EXTENSION STOVE BACK

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

They are easily
adjusted and
fitted to a stove
by any one.

Please your
customers by
supplying them
immediately
with what
they want.



Sold by
Jobbers
of ...

**Hardware
Tinware
and
Stoves.**

EXTENDED.

Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**

" **A. R. WOODYATT & CO., Guelph, Ontario.**

LEADER CHURN

New Century Improvements.

FOUR DIFFERENT STYLES:

- A**—Steel Frame with double reversible Steel Lever.
- B**—Wood Frame with double reversible Steel Lever.
- C**—Steel Frame with Crank.
- D**—Wood Frame with Crank.

*Styles A and B may be operated from a sitting
or standing position.*

Steel Frames and Hoops beautifully ALUMINIZED.

ALL LEADER CHURNS are equipped with **BICYCLE BALL
BEARINGS** and **PATENTED CREAM BREAKERS.**

Stands are so constructed that they are particularly strong
and rigid, and there is nothing to interfere with the
placing of pail in the most convenient position for drain-
ing off buttermilk.

It Pays to Have the Best. None are Better Than the Leader.

THE

Dowswell Manufacturing Co.

Limited.

HAMILTON, ONT.

Eastern Agents: **W. L. Haldimand & Son, Montreal, Que.**



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for
the Preston make of Stick.

Write for Prices.

Canal street, is completed. The walls are now going up. J. Templeton is building a brick house and office on Queen street, near Bank.

BUILDING PERMITS ISSUED.

Permits have been issued in Hamilton, Ont., to I. G. Thomson, for a brick dwelling on Herkimer street, near Kent street, to cost \$1,800; to Donaldson & Patterson, for a residence on Ray street, between Market and King streets, to cost \$1,400; to E. B. Patterson, for a brick residence on the corner of Wilson and Ashley streets, to cost \$1,080, and to E. A. Depew, for two brick dwellings on Cheever street, to cost \$2,400.

Building permits have been issued in Quebec to Mr. Cantin, for a three storey building, 43 x 36 ft., on Notre Dame des Anges street, to cost \$4,000; to Mrs. Valier, for alterations to property at the corner of Church and St. Francis streets, to cost \$1,000.

Permits have been issued in Toronto to F. Galbraith, for a brick residence on Dovercourt road, near Dewson street, to cost \$2,500, and to Godfrey Hamley, for three two-storey brick and roughcast dwellings on Lewis street, to cost \$2,700.

REMOVING RUST AND GREASE SPOTS FROM MARBLE.

Rust spots on marble, says the Painters' Magazine, are usually produced when articles of iron are laid upon the wet marble, or allowed to rest upon marble in humid atmosphere. These spots penetrate rather deeply, as marble is very porous, and can be removed only by rubbing down the marble deep enough to obliterate the spots, and then repolish the surface. As even the weakest acids will destroy marble, such radical treatment cannot be thought of, or oxalic acid would be the proper remedy. Grease spots from paint, oil or from touching with dirty hands, can be removed by applying to the surface a stout batter made from equal parts of slaked lime and white pipe clay mixed with water, or calcined magnesia and white pipe clay will also serve the purpose. This batter is applied in a thick layer all over the surface, and allowed to remain for two days, during which time it must be frequently moistened with water, and only allowed to dry after the two days are over, when it is removed by wiping it off with a soft cloth. Then the surface is polished with a piece of soft leather and finest bolted whiting. Artificial marble, however, cannot be treated in this way, as this article will not stand it.

The Nickel Copper Co., Hamilton, Ont., expect to commence active refining operations in a few days.

CATALOGUE HOUSE COMPETITION.

THE question of catalogue house competition is a very live one for the hardware merchants. But they have no way of knowing to what extent their own trade is injured. The people who buy from catalogues seldom speak of it to the local dealer. Freight and express agents are loath to commit themselves by any statements of the amount of this sort of business that they handle.

METHODS OF CATALOGUE HOUSES.

The statement is often made by catalogue houses that they sell direct to the consumer at wholesale prices. While this is untrue, yet the fact remains that they do sell staple articles cheaper than the average local dealer. In many instances this point is accomplished by selling at a smaller profit than the local dealer is willing to accept. There should be a lesson in this for the local merchant. The catalogue house probably turns its capital two or three times while the local merchant is turning his once. Ten per cent. cleared twice in six months is a better proposition than 15 per cent. cleared once. Many articles sold by these houses prove, upon comparison, to be inferior to goods which the hardwareman has in stock. Nevertheless, it will very often be found true that this cheaper article will answer the purpose for which it is intended, and give satisfaction to the purchaser.

MEETING THIS COMPETITION.

No laws can be made which will put the catalogue house out of business. No organization of hardwaremen can stop this sort of selling by organized action alone. The remedy must be found in each individual dealer himself. It might even be said that the remedy is in the man; not in the method. It has been suggested that the state and interstate associations should boycott every manufacturer who sells goods outside the trade. By this are designated those houses which sell to department stores, grocery stores, etc. Even if this action should be successful in forcing manufacturers and wholesalers to drop this class of trade, the desired end might not be accomplished, because the outside field is large enough to support new manufacturing which would spring up with the object of supplying this class of trade exclusively. Cooperative buying and organization can be of great assistance in accomplishing satisfactory results.

METHODS TO EMPLOY.

Hardware merchants as a rule confine themselves too closely to their own business and their own stores. They depend too much upon buying by mail and through traveling representatives. They do not get close enough to the heart of the market to

serve their own interests to the best advantage. In many cases the hardwareman could buy to better effect if he would go out and buy where he can get his own finger on the pulse of trade. There are times when he can handle the manufacturer's seconds to his own good advantage and that of his trade. He should offer them for exactly what they are, and no more. In doing so he can often undersell this catalogue competition without lowering the standing of his house. When he secures a good thing he should advertise it boldly in his territory, thus going after trade in somewhat the same way as do the catalogue houses. He can buy as they do if he will try. He can sell as they do, and when they do, if he will. There is a good deal in the old saying, "Fight the devil with fire."—By A. E. B. in Iron Age.

SALESMEN AND KNOWLEDGE.

"The successful sale of goods depends very largely on a knowledge of their use, construction and special advantages," says Stoves and Hardware Reporter. "A clerk in a dry goods store would not be expected at the start to make a success in the sale of stoves and ranges, nor would a hardware salesman be likely to find himself at home with millinery. Yet there are a good many clerks in all lines, and not a few employers, who do not understand the goods which they handle. They require education. It takes time and patience to learn what should be known about different goods, and something new comes up almost every day, but the time spent in obtaining the right kind of knowledge is never wasted unless it is not applied to everyday experience. As a matter of fact, there are very few of us who know all about the things of daily use with which we are supposed to be familiar."

ONE OF THE PIONEERS.

"You say," said the judge, taking a hand in the examination himself, "you knew the defendant 50 years ago?"

"I did, your honor," answered the witness. "I was in business in the same village where he lived."

"What business were you following?"

"I was running a department store."

"A department store 50 years ago? Do you expect the court to believe that?"

"That's what it was, your honor. I sold dry goods, groceries, hats and caps, boots and shoes, clothing, confectionery, drugs and medicines, books, jewelry, stationery, wall paper, furniture, coffins, agricultural implements, hardware, crockery, glassware, tobacco, lumber, fresh meat and whiskey, and had the post office in one corner of the building. There isn't anything new about department stores nowadays, your honor, except the elevators and the floor walkers with side-whiskers."—Chicago Tribune.

see 10 issue
1195 29

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from
Canadian Office:

6 St. Sacramento St., MONTREAL

F. A. YORK, Manager.

LANTERN GLOBES

COLD BLAST.

Best Quality.



Fit Any Lantern.

1, 3 AND 6 DOZ. IN A CASE.

E. T. WRIGHT & CO.
HAMILTON, ONT.


"JARDINE"

TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

STANDING SEAM SNOW SHOE IRONS

(PATENTED)



For Standing
Seam

These irons are for standing seam metal roofs, the lugs down clinching through the seam. No rails are needed if they are spaced properly, but the rail can be added if desired. We also make one for slate roofs, and besides acting as a snow breaker these irons improve the appearance of a building.

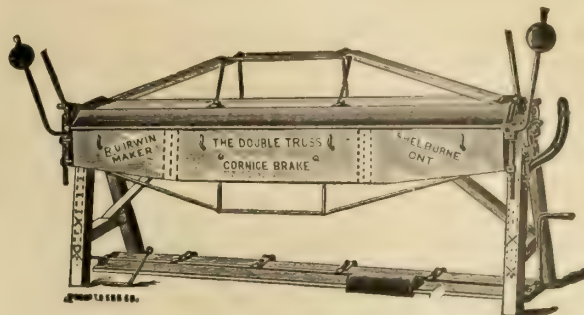
BERGER BROS. CO.

231 and 237 Arch St., Philadelphia.

Factory at Germantown Junction.



For Slate Roofs.



This eight-foot Brake bends 22-gauge iron and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. **SHELBURNE, ONT.**

The Latest and Best.

H. & R. Automatic Ejecting Single Gun.

Model
1900.



Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.

Descriptive Catalogue on request.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

STEVENS RIFLES



THE FAVORITE

is made in three calibres

22, 25 and 32 Rim Fire

and is the best low-priced rifle made. Highest quality of work
Accuracy guaranteed. Weight, 4½ lbs.

No. 17, Plain Sights— List \$ 8.00
No. 18, Target Sights— " 11.50
No. 19, Lyman Sights— " 12.00

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At Trade Discounts.

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Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Shipping Ropes, Jute, Hemp and Flax Twines.

TRADE IN MANITOBA AND THE NORTHWEST.

General Report on the State of Trade and Returns From Crops in the West—
Our Special Correspondent's Personal Investigations.

WINNIPEG, October 20, 1900.

YOUR correspondent left Winnipeg on Wednesday, October 10, and returned Friday, October 19. The fine weather began with Sunday, October 7, and three days of crisp wind and bright sunshine had dried the grain, and stook threshing and stacking were going rapidly forward all over the country between Winnipeg and Brandon. Men getting on the train at the different stations showed samples of grain surprisingly good, considering the long wet spell through which it had passed.

STATE OF THE CROPS.

At Brandon, Wednesday afternoon was devoted to a visit to the Experimental Farm and surroundings. Mr. S. A. Bedford, the superintendent, who keeps in close touch with the farming of the entire district, reported that all crops were yielding more per acre and the sample was better than expected. In some few instances the farmers had made the mistake of attempting stacking where the grain was not thoroughly dry and in such cases the loss would be heavy. The majority, however, had waited patiently for the fine weather, and found that, though the outside of stooks was much discolored, the inside was in very good condition and had really been wonderfully preserved. This was amply verified by what your correspondent saw at threshing machines in operation on the farm where stook threshing was then in progress.

Thursday morning was spent in the city of Brandon, calling on the trade. Brandon received a full descriptive write up in the pages of this journal some two years ago, and since that time there have not been many changes in the personnel of the business community. Only one new firm name was noted, that of Hunt & Nash—Mr. Hunt having formerly been in business alone.

REPRESENTATIVE MERCHANTS SPEAK.

Wilson & Rankin are doing business at the old stand, but increased facilities for handling the stock have been introduced. The Fall millinery opening was in full swing, and the handsome showrooms presented a charming appearance. By the way, this house are finding the fur-trimmed hats especially popular.

Asked as to business, Mr. Rankin said that business up to September 1 had been the best in the history of the firm. The wet weather after that had the effect of reducing it considerably, and trade, at the moment, was quiet, owing to the fact that farmers were threshing, but everything pointed to a fairly prosperous Fall trade, which, however, was delayed about four weeks. That is, the trade we usually do in October will be done in November this year. Collections will be slow, and no doubt there will be cases where accounts will have to be carried over, but the general tone of business is healthy, and though this is not a banner year for Manitoba, it is by no means a disastrous one.

Mr. Shewan, of Nation & Shewan, practically made the same statement, except that, in the case of this firm, their

business is practically a cash one, and they are even more hopeful for the Fall trade.

Mr. Ross, of Fraser & Co., endorsed the sentiments of his neighbors, and in addition said that the scare as to a short crop coming early in the season the stocks of clothing and furs were not so heavy as usual.

Smith & Burton and T. A. Murray, representative grocery houses, gave testimony to the same effect, excepting that, owing to the class of goods carried, they had not felt the depression during September to the same extent.

Brandon has the neatest, most convenient and up-to-date lunch-room in the west. The building was erected for and owned by Bertrand & Co.

The Brandon creamery has had a most successful season. Up to October 10 they had manufactured and sold 126,000 lb. It is the intention to run all Winter with the exception of January, when they will shut down in order to overhaul their building and double the capacity.

HARDWARE.

Brown & Mitchell and Johnson & Co., general dealers in shelf and heavy hardware and stoves, reported business quiet. There had not been the amount of building in either city or country that had been anticipated in the earlier portion of the season. Still, on the whole, the outlook for Fall trade was fair.

In passing, it might be noted that among the new buildings of note erected in Brandon this season is the new Baptist College now approaching completion. It occupies a fine site on the western outskirts of the city, and, in order to give the required campus, the city council have closed two streets for two blocks. A further concession is the extending of sewer connection at the expense of the city to meet the requirements of the college. The college is a fine brick and stone structure, three storeys high, standing in the centre of a 15-acre campus. From its upper windows the city, the Government Asylum, the Indian Industrial School, the Dominion Experimental Farm, and miles and miles of open rolling prairie can be seen. It is an ideal situation for a college and makes a handsome addition to Brandon's fine public buildings.

INDIAN HEAD.

Between Brandon and Indian Head, a distance of 178 miles, 35 threshing gangs were counted at work and scores of teams and men engaged in stacking. As the nights at this time were beautifully moonlight most of the gangs of threshers worked all night.

Reached Indian Head at 9 30 p.m. and went out to the Government Experimental Farm which is a fine block of 700 acres of arable land, half a mile from the town of Indian Head. The morning of October 12 was spent on this farm. It is perhaps the finest illustration in the West of what can be done with open prairie country. Eleven years ago the first sod was turned on the prairie which was without so much as a scrub bush. Now there are 10 miles of avenues of trees and hedges on the farm, many of the trees large enough to arch over a wide roadway. The Experimental Farm is a good

Admits of no Argument!

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The Canada Paint Company's "ELEPHANT"
 The Canada Paint Company's "PRISM"
 The Canada Paint Company's "STAG"
 The Canada Paint Company's "RED CROSS"
 The Canada Paint Company's "DIAMOND"
 The Canada Paint Company's "BUFFALO"
 The Canada Paint Company's "VICTORIA"
 The Canada Paint Company's "KHAKI"



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PIPE . . .

*all in this 11-2 page returned
this 11-2 page 11/107 see cut*



We are Sole Agents for
the Dart Patent Union Coupling.

VALVES and
FITTINGS



Pipe Tools, and Engineers' and Mill Supplies.

THE FAIRBANKS CO.

749 Craig Street

MONTREAL.

index of the state of the crops in this district, and Mr. McKay, like Mr. Bedford, is thoroughly posted on the state of the grain crops for the whole district. The extreme dryness of the early part of the season necessitated the resowing of a large proportion of the oats and barley, and in some instances these crops did not mature before the first frost caught them. On the other hand, the bulk of the second sowing showed an excellent quality and a good yield. Only a little over a third of the threshing had been done up to this date, but threshers were then busy in all directions. From the cupola of the barn on the Experimental Farm the country for a radius of over 20 miles could be overlooked, and in all directions the smoke of threshers showed in the clear air. The yield of wheat was nearly double what had been looked for and the sample very fair as to both size and color. The small amount of damage done by rain was very surprising. It should be remembered, however, that the rainfall in Assiniboia was by no means as heavy as it had been in Manitoba.

INDIAN HEAD MERCHANTS SPEAK.

The town of Indian Head is pleasantly situated in the centre of an excellent farming district, and contains a number of substantial brick buildings and is growing steadily. A handsome six-roomed school is approaching completion, and a number of other buildings have been erected this year.

Brooks & Co. have one of the largest departmental stores, and carry full lines of general dry goods, clothing, boots and shoes, millinery, housefurnishings, groceries, crockery, etc. Mr. Brooks, the head of the firm, has been in business in the West for many years, and understands the situation thoroughly. He reported business fair and prospects encouraging for good Fall trade. As elsewhere, trade had been delayed, owing to unfavorable weather. All reports from customers, however, indicated larger yield and better sample than expected. Collections had been slow, and he did not look for much improvement until about November 1.

Mr. McKay, the head of the firm of McKay & Brooks, hardware, stoves and sewing machines, reported business in their line quiet, but expected an improvement as soon as the wheat was on the market. He had been through the country considerably, and felt sure there would be rather more than two-thirds of an average crop. The country was all right.

One or two other houses were called on, but the proprietors were in some instances attending sittings of court, and in others taking advantage of the quiet time in business, occasioned by the threshing, to secure a few days' shooting.

REGINA.

Regina, the capital of the Northwest Territories, is a progressive little town, as far as business is concerned, but a more unprepossessing situation it would be difficult to imagine. The site chosen is a bed of something closely resembling gumbo, and report hath it that, when it rains, the mud is worse than the justly-celebrated Winnipeg article. Your correspondent felt truly thankful that it had been fine and dry for a week prior to this visit.

Regina has some fine business houses, and readers of this journal will remember last year a cut of the Glasgow House, Regina, appearing. This departmental store is owned by R. H. Williams & Sons. The house is one of the oldest in Regina and carry a full stock of dry goods, clothing, boots and shoes, housefurnishings and groceries, all admirably arranged and displayed.

The firm report the country all right. Business was delayed, of course, but even in September trade had been very fair, and they considered the outlook for Fall trade good. Collections had been very slow, but were improving slowly.

The farmers were many of them in better shape than formerly to stand a poor crop, and all threshing returns showed the crop much better than expected.

LEADING MEN INTERVIEWED.

E. McArthur & Co. claim to have 5,000 feet of floor space, and their premises are well filled with dry goods, clothing, housefurnishings, boots and shoes, groceries and flour and feed. In the last-named department considerable jobbing is done. The dry goods department is presided over by Mr. Steene, who was at one time in business in Winnipeg, and the grocery and feed by Mr. J. Kenzie. This house report a satisfactory business and are evidently laying out for a large Fall trade.

John Dobbin is another large general or departmental store carrying a fine stock. This house has been in business in the West for years and their report that the country is all right, although trade for the nonce is quiet, carries much weight.

The Regina Trading Co., Mr. Young manager, make the proud boast that they are the only absolutely complete departmental store west of Winnipeg. This house carry general dry goods, clothing, boots and shoes, furs, millinery, carpets and housefurnishings generally, groceries, crockery, hardware, and a complete drug store. This is one of the newer business houses in Regina, and have found it necessary to double their floor space in the last 12 months. The manager reports the September turnover as 40 per cent. better than that of last year.

Hugh Armour is a house devoted entirely to groceries, of which a most complete and choice stock is carried. The manager reported business to date fair and the prospect good for Fall trade.

HARDWARE.

Smith & Ferguson are wholesale and retail hardware merchants and dealers in agricultural implements. This firm act as agents for the McCormick Harvester Co., and Mr. Smith, senior partner, spends much of his time traveling through the country. Your correspondent was fortunate enough to find Mr. Smith in town. He reported the general outlook for trade very good. He had visited many of the threshings, and in every case had found the yield larger and the quality better than anticipated. Although generally considered an off year for implements, the sale of reapers had exceeded that of last year.

In regard to the general hardware business, it had been good, though not so large as the early opening of the season had led them to hope. Still, trade had been very satisfactory, and they found yearly an increasing sale of furnaces, particularly to farmers.

After calling upon the trade generally, a visit was paid to the Government Buildings, and your correspondent had a pleasant chat with Mr. Peterson, Deputy Minister of Agriculture. Mr. Peterson is extensively interested in farming operations, and expressed the utmost confidence in the country. His land lies within the irrigation belt of the Alberta District, and should dry seasons succeed this present wet one he will be in a position to defy them. From the Government Buildings we drove to the barracks of the N.W.M.P., and back to the Dominion Government creamery, where Mr. Ferguson showed his cold storage filled with thousands of pounds of choice butter in neat boxes, each box enclosed in a jute sack. The temperature of this room is not allowed to go over 34 degrees.

The system of Government-managed creameries has been of immense benefit to the Northwest Territories, and the cash paid for cream makes the farmers who send to the creamery sure of a steady income no matter what may be the state of the crops.

Your correspondent has to acknowledge much kindly courtesy on the part of Mr. J. W. Mitchell, Government Superintendent of Creameries for the District of Assiniboia, who spent the entire day in the capacity of cicerone.

(To be Continued.)

"MIDLAND" BRAND Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

James Warnock & Co., - Galt, Ont.

CURRENT MARKET QUOTATIONS

November 2, 1900

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 34 0 35

Tinplates.

Charcoal Plates—Bright	Per box
M.L.S., equal to Bradley.	\$7 00
I.C., usual sizes	8 50
I.X., "	10 00
I.X.X., "	
Famous—	
I.C., "	7 50
I.X., "	8 51
I.X.X., "	9 50
Raven & Vulture Grades—	
I.C., usual sizes	5 00
I.X., "	6 00
I.X.X., "	7 00
I.X.X.X., "	8 00
D.C., 12½x17	4 75
D.X., "	5 50
D.X.X., "	7 50

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 30
I.C., special sizes, base...	4 51
20x28	8 75
Charcoal Plates—Terne	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	8 75
I.X., Terne Tin	10 75

Charcoal Tin Boiler Plates.

Cookley Grade	Per lb.
X X, 14x56, 50 sheet box	0 07 0 07½
" 14x60, "	
" 14x65, "	
Tinned Sheets.	
72x60 up to 24 gauge	0 08 0 08½
" 26 " "	0 08½ 0 09
" 28 " "	0 09 0 09½

Iron and Steel.

Common Bar, per 100 lbs.	1 60	2 65
Refined "		2 05
Horse Shoe Iron		1 95
Hoop steel, 1½ to 3 in. base,		
extra for smaller sizes	3 10	
Sleigh Shoe Steel " base	1 90	
Tire Steel	1 90	
Machinery iron finish	2 05	
Cast Steel, per lb.	0 00	0 00
Tie Oak Steel	0 22	
T. Firth & Co's special cast steel, per lb.	0 21	

Boiler Tubes.

1½-inch	0 21½
2 "	0 13½
2½ "	0 16
3 "	0 17½

Steel Boiler Plate.

¼ inch	2 25
3-16 inch	2 25
½ inch and thicker	2 25

Black Sheets.

18 gauge	3 10
20 " "	3 10
22 to 24 " "	3 20
26 " "	3 30
28 " "	3 40

Canada Plates.

All dull, 52 sheets	3 15
Half polished	3 25
All bright	3 85

Iron Pipe.

Black pipe	
¾ inch	3 30
1 " "	3 15
1½ " "	3 10
2 " "	3 35
2½ " "	4 80
3 " "	6 60
3½ " "	7 90
4 " "	10 40
2½-6 inch, discount 55 to 55 and 10 p.c.	
Galvanized pipe—	
¾ inch	4 85
1 " "	5 40
1½ " "	7 75
2 " "	10 45
2½ " "	12 65
3 " "	16 85

Galvanized Sheets.

G.C. Comet.	Amer.	Head.
16 gauge	4 35	4 10
18 to 24 gauge	4 35	4 35
26 " "	4 61	4 35
28 " "	4 85	4 50
28 gauge American equals 26 gauge English.		

Chain.

Proof Coil, 3-16 in., per 100 lb	
¾ "	7 50
1 " "	8 00
1½ " "	4 75
2 " "	5 10
2½ " "	4 25
3 " "	5 00
3½ " "	4 00
4 " "	4 25
4½ " "	3 75
5 " "	4 00
5½ " "	3 50
6 " "	3 50
6½ " "	3 25
7 " "	3 50

Halter, kennel and post chains, 40 and 50 p.c.	
Cow ties	40 p.c.
Stall fixtures	35 p.c.
Trace chain	25 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

Copper.

Ingot	
English B. S., ton lots	0 19 0 20
Lake Superior	
Bolt or Bar	
Cut lengths round, ½ to ¾ in.	0 23½ 0 25
" round and square	
" 1 to 2 inches	0 23½ 0 25

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23 0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 23 0 23½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Tinned copper sheets	0 26
Planished	0 32
Braziers (In sheets.)	
4 cft. 25 to 30 lbs. ea., per lb.	0 25½
" 35 to 45 "	0 24½
" 50-lb. and above, "	0 23½

Boiler and T. K. Pitts.

Plain Tinned, per lb.	0 28
Spun, per lb.	0 32

Brass.

Rod and Sheet, 14 to 30 gauge, 10 per cent.	
Sheets, hard-rolled, 2x4	0 24 0 25
Tubing, base, per lb.	0 24 0 25

Zinc Spelter

Foreign, per lb.	0 06 0 06½
Domestic	

Zinc Sheet.

5 cwt. casks	6 75 7 00
Part casks	7 00 7 50

Lead.

Imported Pig, per lb.	0 05 0 05½
Rar, 1 lb.	0 06½
Sheets, 2½ lbs. sq. ft., by roll.	0 05½
Sheets, 3 to 6 lbs.	0 25½

NOTE.—Cut sheets ½ cent per lb. extra Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Common, \$6.50 per 10 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.
Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder. Per lb. Per lb.
Bar half-and-half 0 21 0 22
Refined 0 20½ 0 21
Wiping 0 20 0 20½

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.
Cookson's, per lb. 0 11 0 11½

White Lead.

Pure	Per cwt.
No. 1 do	6 12½
No. 2 do	6 25
No. 3 do	5 70
No. 4 do	5 12½
Munro's Select Flake White	7 12½
Elephant and Decorators' Pure	6 87½

Red Lead.
Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.
Elephant Snow White 0 08 0 09
Pure White Zinc 0 08 0 19
No. 1 0 06 0 07½
No. 2 0 05 0 06½

Dry White Lead.
Pure, casks 5 75
Pure, kegs 6 25
No. 1, casks 5 50
No. 1, kegs 6 00

Prepared Paints.
In ¼, ½ and 1 gallon tins.
Pure, per gallon 1 20
Second qualities, per gallon 1 00
Barn (in bbls.) 0 75
The Sherwin-Williams Paints 1 35
Canada Paint Co's Pure 1 20
Sanderson Peary's Pure 1 20
Stewart & Wood's Champion Pure 1 20

Colors in Oil.
25 lb. tins, Standard Quality.
Venetian Red, per lb. 0 05
Chrome Yellow 0 11
Golden Ochre 0 05
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.
Yellow Ochre (J.C.) bbls. 1 35
Yellow Ochre (J.F.L.S.) bbls. 2 75
Yellow Ochre (Royal) 1 10
Brussels Ochre 2 00
Venetian Red (best), per cwt. 3 00
American Oxides, per cwt. 3 25
Canadian Oxides, per cwt. 1 75
Super Magnetic Oxides, 93 p.c. 2 00
Burnt Sienna, pure, per lb. 0 10
do Raw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03½

Ultramarine Blue in 28-lb boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.		1 00
Genuine Eng. Litharge, per lb.		0 07
Mortar Color, per 100 lb.		1 25
English Vermilion		0 80
Pure Indian Red, No. 45, lb.		0 80
Whiting, per 100 lb.		0 45

Blue Stone.
Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 18

Putty.
Bulk in bbls. 1 95
Bulk in less quantity 2 10
Bladders in bbls. 2 10
Bladders in kegs, boxes or loose 2 25
Bladders in 25-lb. tins 2 35
Bladders in 12½-lb. tins 2 60
1 bladders in 1 lb. tins, less than 100 lb 2 80

Varnishes.
(In 5-gal. lots.) Per gal.
Carriage, No. 1 2 90 3 30
" body 8 00 9 00
" rubbing 4 00 5 00
Gold Size, Japan 3 00 3 40
Brown Japan 2 40 2 80
Elastic Oak 2 90 3 30
Furniture, extra 2 40 2 80
" No. 1 1 60 2 00
Hard Oil Finish 2 70 3 10
Light Oil Finish 3 20 3 60
Demar. 3 30 3 70
Shellac, white 4 40 4 80
" orange 4 00 4 40
Furniture Brown Japan 1 40 2 00
Black Japan 2 40 2 80
" No. 1 1 60 2 00

The Imperial Varnish & Color Co's, Limited
Elastilite Varnish
1 gal. can, each. \$2.00.

Granatine Floor Finish, per gal. \$2.00.

Maple Leaf Coach Enamels: \$1.00, 1.00c.; Size 2, 35c.; Size 2, 25c. each.

Linseed Oil.
Raw. Boiled.
1 to 4 bbls delivered \$0.82 \$0.85
5 to 9 bbls " \$1 \$1.04
Toronto, Hamilton, London and Guelph 2c. less.

Turpentine.
Sin le barrel, freight allowed 0 00
2 to 4 barrels 1 40

Castor Oil.
East India, in cases, per lb. 0 10 0 10½
small lots. 0 11 0 11½

Cod Oil, Etc.
Cod Oil, per gal. 0 50 0 55
Pure Olive 1 20
" Neatsfoot "

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.**HARDWARE.****Ammunition.****Cartridges.**

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.
Brass shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/2-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads, in boxes of 1,000 each, 8 gauge, 0 55
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Per lb., 10 0 12 1/2
Anvil and Vise combined, 4 50
Wilkinson & Co.'s Anvils, lb., 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb., 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz., 5 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, " 13 00 15 00

Bath Tubs.

Zinc, 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim, 1st quality, 30 0
2nd, " 22 00

Anti-Friction Metal.

"Tandem" A, per lb., 0 27
"B, " 0 21
"C, " 0 11 1/2
Magnolia Anti-Friction Metal, per lb., 0 25

SYRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 68 1/2 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargant's, 5 50 8 00
Peterboro', discount 27 1/2 per cent.

Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40

Bellows.
Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.
Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.
Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.
All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts.
Carriage Bolts, full square, Norway, 70
" full square, 70
Common Carriage Bolts, all sizes, 65
Machine Bolts, all sizes, 65
Coach Screws, 75
Sleigh Shoe Bolts, 75
Blank Bolts, 65
Bolt Ends, 65
Nuts, square, 4 1/2 c. off
Nuts, hexagon, 4 1/2 c. off

Tire Bolts.
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 8 c.
Plough Bolts, 60

Boot Calks.
Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.
Discount, 55 per cent.

Broilers.
Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, " 7 50 0 00

Butchers' Cleavers.
German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 45 10

Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.
Wrought Brass, net revised list
Loose Pin, dis., 60 per cent.
Cast Iron.
Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronze, dis. 70, 70 and 5 per cent.
Gen. Bronze, per pair, 0 40 0 65

Carpet Stretchers.
American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross, 50 9 50

Cement.
Canadian Portland, 2 80 3 00
English, " 3 00
Belgian, " 2 75 3 00
Canadian hydraulic, 1 25 1 50

Chalk.
Carpenters, Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, " 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.

Churns.
Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 18 p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.
Axle dis. 65 per cent.

Closets.
Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.
American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.
Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair, 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern, " 20

Door Springs.
Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.
Hand and Breast.
Miller's Falls, per doz. net list.
DRILL BITS.
Morse, is., 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz., 1 80
No. 2, per doz., 1 60
Bright, 20c. per doz. extra.

ESCUTCHEONS.
Discount, 27 1/2 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foste, 60 and 10 p. c. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.
Hay, manure, etc., dis. 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Star D. Diamond
Size Per Per Per Per
Inches 50 ft. 100 ft. 50 ft. 100 ft.

Under 26, 2 20 4 25
26 to 40, 2 40 4 65
41 to 50, 5 10 7 50
51 to 60, 5 35 8 50
61 to 70, 5 75 9 75
71 to 80, 6 25 11 00
81 to 85, 7 00 12 50
86 to 90, 7 75 15 00
91 to 95, 8 50 17 50
96 to 100, 20 50

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/8 per gross, 9 00
" 7/8 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/2 in., 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20
Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.
Saw.
American, per doz., 1 00 1 25
Plane.
American, per gross, 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair, 0 13 1/2

HANGERS.

dis. pairs
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered.

No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., " 0 08 1/2
" 6-in., " 0 06
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
5 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 3 50
Per gro. pair 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent

HOOKS.

Cast Iron.
Fird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47 1/2 per cent.
Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 p. c. dis. } Oval head.
"M" brand 50 p. c. }
Acadian, 50 and 10 per cent

MALEHAM & YEOMANS,

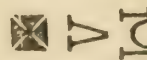
SHEFFIELD,
ENGLAND.

Highest Award.

Manufacturers of

Table Cutlery, Razors,
Scissors, Butcher Knives
and Steels, Palette and
Putty Knives.

REGISTERED TRADE MARKS.



WARRANTED
W BRADSHAW & SON
SHEFFIELD

GRANTED 1780.

WHOLESALE ONLY.



Exposition Universelle, Paris, 1889.

SPECIALTY:

Cases of Carvers and
Cabinets of Cutlery.

F. H. SCOTT, 360 Temple Building, MONTREAL.

HORSESHOES.			NAIL PULLERS.			SCREW DRIVERS.		
Iron Shoes.	F.O.B. Montreal.		German and American.	1 85	3 50	Sargent's, per doz.	0 65	1 00
Light, medium, and heavy.	No. 2 and larger.		NAIL SETS.			SCREWS.		
Snow shoes.	and smaller.		Square, round, and octagon.	3 38	4 00	Wood, F. H., iron, and steel, 80 p.		
Steel Shoes.	3 75	4 00	Diamond.	12 00	15 00	Wood R. H., " dis. 75 p.c.		
Light.	3 60	3 85	NETTING.			" F. H., brass, dis. 75 p.c.		
Featherweight (all sizes).	4 85	4 85	Poultry, 40 and 5 per cent. for Mcullen's.			Wood, R. H., " dis. 67 1/2 p.c.		
F.O.B. Toronto, Hamilton and			OAKUM. Per 100 lb.			" F. H., bronze, dis. 67 1/2 p.c.		
Guelph, 10c. per keg additional.			Navy.	6 00		" R. H., " 62 1/2 p.c.		
Toe weight steel shoes.	6 70		U. S. Navy.	7 25		Drive Screws, 80 per cent.		
JAPANNED WARE.			OIL.			Bench, wood, per doz.	3 25	4 00
Discount, 45 and 5 per cent. off list, June 1899.			Water White (U.S.)	0 16 1/2		iron, " "	4 25	5 75
IOE PICKS.			Prime White (U.S.)	0 15 1/2		SCYTHES.		
Star per doz.	3 00	3 25	Water White (Can.)	0 15		Per doz, net.	9 00	15 00
KETTLES.			Prime White (Can.)	0 14		SCYTHE SNATHS.		
Brass spun, 7 1/2 p.c. dis. off new list.			OILERS.			Canadian, dis. 45 p.c.		
Copper, per lb.	0 30	0 50	McClary's Model galvan. oil			SHEARS.		
American, 60 and 10 to 65 and 5 p.c.			can, with pump, 5 gal.	0 00	10 00	Bailey Cutlery Co., full nickled, dis. 60 p.c.		
KEYS.			per doz.			Seymour's, dis. 50 and 10 p.c.		
Lock, Can., dis., 27 1/2 p.c.			Zinc and tin, dis. 50, 50 and 10.	1 25	3 50	SHOVELS AND SPADES.		
Cabinet, trunk, and padlock,			Copper, per doz.	1 50	3 50	Canadian, dis. 40 and 5 per cent.		
Am. per gross.		60	Brass,			SINKS.		
KNOBBS.			Malleable, dis. 25 per cent.			Steel and galvanized, discount 45 per cent.		
Door, japanned and N.P., per			GALVANIZED PAIRS.			SNAPS.		
doz.	1 50	2 50	Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.			Harness, German, dis. 25 p.c.		
Bronze, Berlin, per doz.	2 75	3 25	Flaring pairs, discount 45 per cent.			Lock, Andrews', dis. 45 p.c.	4 50	11 50
Bronze Genuine, per doz.	6 00	9 00	Galvanized wash tubs, discount 45 per cent.			SOLDERING IRONS.		
Shutter, porcelain, F. & L.			PIECED WARE.			1 1/2 lb., per lb.	0 37	
screw, per gross.	1 30	4 00	Discount 40 per cent. off list, June, 1899.			2 lb. or over, per lb.	0 34	
White door knobs—per doz.		1 25	PICKS.			SQUARES.		
HAY KNIVES.			Per doz.	6 00	9 00	Iron, No 493, per doz.	2 40	2 55
Discount, 50 and 10 per cent.			PICTURE NAILS.			" Mo. 494, " "	3 25	3 40
LAMP WICKS.			Porcelain head, per gross.	1 50	3 00	Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list		
Discount, 60 per cent.			Brass head, " "	0 40	1 00	Try and bevel, dis. 50 to 52 1/2 p.c.		
LANTERNS.			PICTURE WIRE.			STAMPED WARE.		
Cold Blast, per doz.	7 50		Tin and gilt, discount 75 p.c.			Pain, dis. 75 and 12 1/2 p.c. off revised list.		
No. 3 " Wright's " "	8 50		PLANES.			Retinned, dis. 75 p.c. off revised list.		
Ordinary, with O burr.	4 25		Wood, bench, Canadian dis. 50 per cent.			STAPLES.		
Dashboard, cold blast.	9 50		American dis. 50.			Galvanized	0 00	0 00
No. 0, discount.	6 00		Wood, fancy Canadian or American, 37 1/2 to 40 per cent.			Plain	0 00	3 45
Japanning, 50c. per doz. extra.			Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.			Coppers, discount 45 per cent.		
LEMON SQUEEZERS.			Miscellaneous, dis. 25 to 27 1/2 per cent.			Poultry netting staples, 40 per cent.		
Porcelain lined, per doz.	2 20	5 60	Bailey's Victor, 25 per cent.			STOCKS AND DIES.		
Galvanized	1 87	3 85	PLANE IRONS.			American dis. 25 p.c.		
King, wood.	2 75	2 90	English, per doz.	2 00	5 00	STONE.		
King, glass.	4 00	4 50	PLIERS AND NIPPERS.			Washita	0 28	0 60
All glass.	1 20	1 30	Button's Genuine per doz pairs, dis. 37 1/2			Hindustan	0 06	0 07
LINES.			40 p.c.			slip,	0 09	0 09
Fish, per gross.	1 05	2 50	Button's Imitation, per doz.	5 00	9 00	Labrador		0 13
Chalk " "	1 90	7 40	German, per doz.	0 60	2 60	" Axe		0 15
LOCKS.			PLUMBERS' BRASS GOODS.			Turkey		0 50
Canadian, dis. 45 p.c.			Impression work, discount, 60 per cent.			Arkansas		0 00
Russell & Erwin, per doz.	3 00	3 25	Fuller's work, discount 65 per cent.			Water of Ayr		0 10
Eagle, dis. 30 p.c.			Rough stops and stop and waste cocks, discount, 60 per cent.			Scythe, per gross	3 50	5 00
English and Am., per doz.	50	6 00	Jenkins' disk globe and angle valves, discount, 55 per cent.			Grind, per ton	15 00	18 00
Scandinavian,	1 00	2 40	Standard valves, discount, 60 per cent.			STOVE PIPES.		
Eagle, dis. 20 to 25 p.c.			Jenkins' radiator valves discount 55 per cent.			Nestable in crates of 25 lengths.		
MACHINE SCREWS.			standard, dis., 60 p.c.			6 inch Per 100 lengths.	8 00	
Iron and Brass.			Quick opening valves, discount, 60 p.c.			7 inch	8 50	
Flat head, discount 25 p.c.			No. 1 compression bath cock	2 00		ENAMELINE STOVE POLISH.		
Round Head, discount 20 p.c.			No. 4	2 00		No. 4—3 dozen in case, net cash	\$4 80	
MALLETS.			No. 7, Fuller's	2 50		No. 6—3 dozen in case,	8 40	
Tinsmith's, per doz.	1 25	1 50	No. 4	3 00		TACKS BRADS, ETC.		
Carpenter's, hickory, per doz.	1 25	3 75	POWDER.			Strawberry box tacks, bulk	75 & 10	
Lignum Vitae, per doz.	3 85	5 00	Velox Smokeless Shotgun Powder.			Cheese-box tacks, blue	80 & 12 1/2	
Caulking, each.	60	2 00	100 lb. or less	0 85		Trunk tacks, black and tinned	85	
MATTOCKS.			1,000 lb. or more.	0 80		Carpet tacks, blue	80 & 5	
Canadian, per doz.	8 50	1 00	Net 30 days.			" " (tinned)	80 & 10	
MEAT CUTTERS.			PRESSED SPIKES.			" " (in kegs)	75 & 15	
American, dis. 25 to 30 p.c.			Discount, 25 per cent.			Cut tacks, blue, in dozens only	75 & 15	
German, 15 per cent.			PULLEYS.			1 1/2 weights	75	
MILK CAN TRIMMINGS.			Hothouse, per doz.	0 55	1 00	Swedes, cut tacks, blue and tinned—		
NAILS.			Axle	0 22	0 33	In bulk	80 & 10	
Quotations are:	Cut.	Wire.	Screw	0 27	1 00	In dozens	75	
2d. and 3d.	\$3 35	\$3 85	Awning	0 35	2 50	Swedes, upholsterers', bulk	85 & 12 1/2	
3d.	3 60	3 52	PUMPS.			" brush, blue & tinned, bulk	70	
4 and 5d.	3 75	3 35	Canadian cistern	1 80	3 60	" gimpy, blue tinned and	75 & 12 1/2	
6 and 7d.	2 65	3 20	Canadian pitcher spout.	1 40	2 10	Zinc tacks	25	
8 and 9d.	2 50	3 00	PUNCHES.			Leather carpet tacks	55	
10 and 12d.	2 45	2 95	Saddlers, per doz.	1 00	1 85	Copper tacks	50	
16 and 20d.	2 40	2 90	Conductors,	9 00	15 00	Copper nails	52 1/2	
30, 40, 50 and 60d. (base).	2 35	2 85	Tinners' solid, per set.	0 00	0 72			
Galvanizing 2c. per lb. net extra.			" hollow, per inch.	0 00	1 00			
Steel Cut Nails 10c. extra.			RANGE BOILERS.					
Miscellaneous wire nails, dis. 70 per cent.			Galvanized, 30 gallons	7 25				
Coopers' nails, dis. 30 per cent.			" 35 "	8 15				
Flour barrel nails, dis. 25 per cent.			" 40 "	9 25				

STANDARD CHAIN CO.,

MANUFACTURERS
OF

CHAIN

PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

—Canadian Representatives—

A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued and tinned.....	65 and 5
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	15
" " in bulk	15
" " solid heads, in bulk.....	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails.....	15
Zinc glazier's points.....	5
Double pointed tacks, papers.....	90 and 10
" " bulk	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather.....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.	
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TRANSOM LIFTERS.

Payson's per doz.....	2 60
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TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.

Disston's discount 10 per cent.	
German, per doz.....	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.

Bag, Russian, per lb.....	0 27
Wrapping, cotton, per lb	0 22 0 26
Wrapping, mottled, per pack	0 50 0 60
Wrapping cotton, 3-ply.....	0 26
" 4-ply.....	0 33 0 45
Mattress, per lb.....	0 27 0 35
Staging, "	0 30 0 55
Broom, "	

VICES.

Hand, per doz.....	4 00 6 00
Bench, parallel, each	2 00 4 50
Coach, each.....	6 00 7 00
Peter Wright's, per lb.....	0 12 0 13
Pipe, each.....	5 50 9 00
Saw, per doz	6 50 13 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White,	
discount 50 per cent.	
Diamond, Famous, Premier, 50 and 10 p.c.	
Granite or Pearl, Imperial, Crescent, 50, 10	
and 10 per cent.	

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the	
list.	
Copper wire, 45 and 10 per cent. net cash 30	
days, f.o.b. factory.	
Smooth Steel Wire, base, \$2.80 per 100	
lb. List of extras: Nos. 2 to 5, ad-	

vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, 32c.—
oiling, 10c.—special hay-baling wire, 30c.—
—spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent.
List of extras: In 100-lb. lots: No. 17,
\$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$5. Coppered, 5c.—oil-
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ½-lb. hanks, 75c.—in ¼-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.85
No. 9, \$3.10—No. 10, \$4.00—No. 11, \$4.05
No. 12, \$3.25—No. 13, \$3.35—No. 14,
\$4.40—No. 15, \$4.90—No. 16, \$5.15.

Clothes Line Wire, 19 gauge,
per 1,000 feet..... 3 30

WIRE FENCING. F.O.B.

Galvanized 4 barb, 2½ and 5	Toronto
inches apart.....	3 00
Galvanized, 2 barb, 4 and 6	
inches apart.....	3 00
Galvanized, plain twist.....	3 10
Galvanized barb, f.o.b. Cleveland, \$2.85 in	
carlots, and \$2.95 in less than carlots.	
Terms, 60 days or 2 per cent. in 10 days.	
Ross braid truss cable	4 50

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net....	2 00
Terms, 4 months, May 1.; 3 p.c. off 30 days.	

WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each.....	2 00 7 00
" S., per doz	5 80 6 00
G. & K's Pipe, per doz.....	3 40
Burrell's Pipe, each.....	3 00
Pocket, per doz.....	0 25 2 90

WRINGERS.

Leader.....per doz.	\$60 00
Royal Canadian	58 00
Royal American	50 00
Discount, 45 per cent.; terms 4 months, or	
p.c. 30 days.	

WROUGHT IRON WASHERS

Canadian make, discount, 40 and 5 per cent.

CORDAGE . . .

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
Sisal Rope
Jute Rope
Russian Rope
Marline
Houseline
Hambroline
Clotheslines

Tarred Hemp Rope
White Hemp Rope
Bolt Rope
Hide Rope
Halyards
Deep Sealine
Ratline
Plow Lines

Lathyrn
Shingleyarn
Bale Rope
Lariat Rope
Hemp Packing
Italian Packing
Jute Packing
Drilling Cables and

Spunyarn
Pulp Cord
Lobster Marlin
Paper Cord
Cheese Cord
Hay Rope
Fish Cord
Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
Orders will not be accepted for second quality or "mixed" goods.

CONSUMERS CORDAGE COMPANY, Limited

Western Ontario Representative—WM. B. STEWART

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27 Front Street West, TORONTO.

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The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short, which prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

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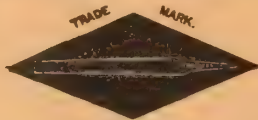
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Ninety per cent. of all the
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AND METAL
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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, NOVEMBER 10, 1900.

NO. 45

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Laplough & McNaughton,

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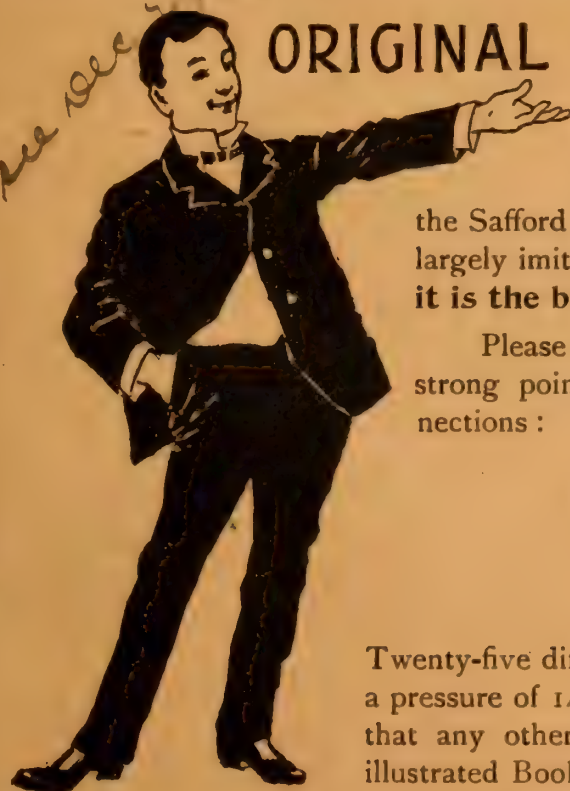
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"QUEEN'S HEAD," 28-gauge, 96 x 30 in., weighs	13½ lbs. per sheet
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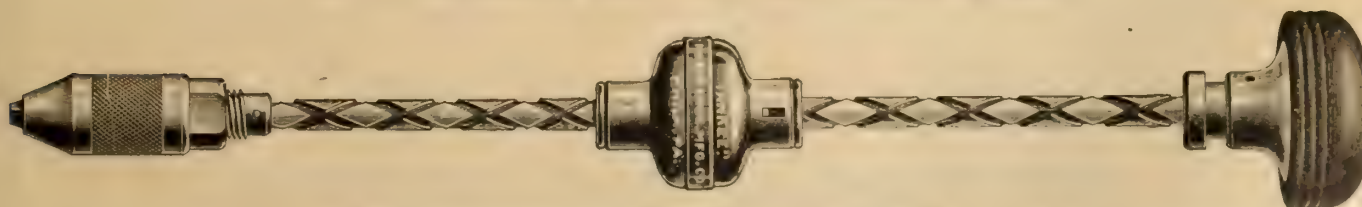
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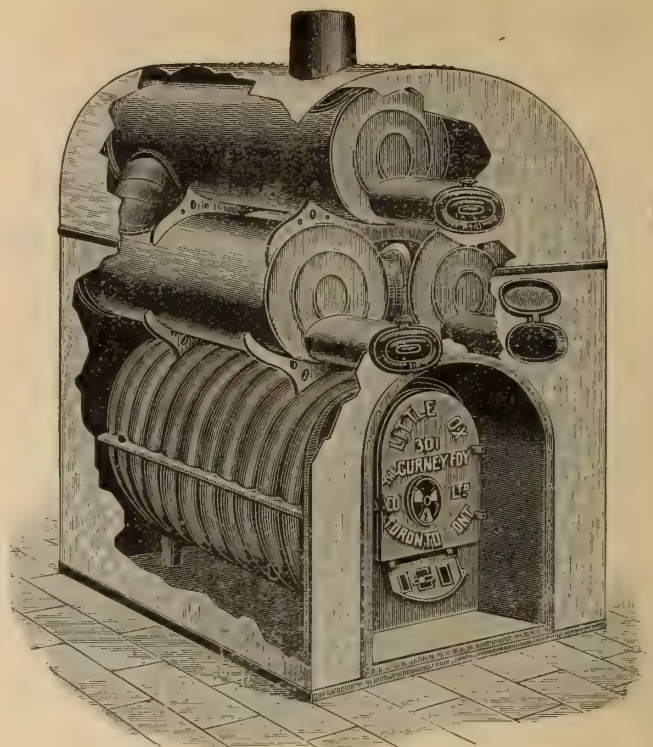
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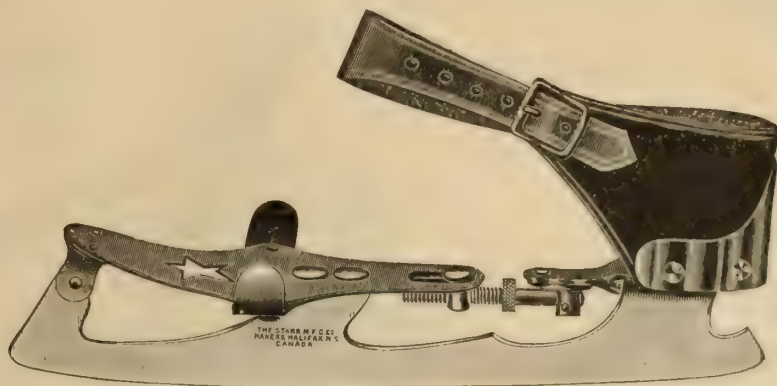
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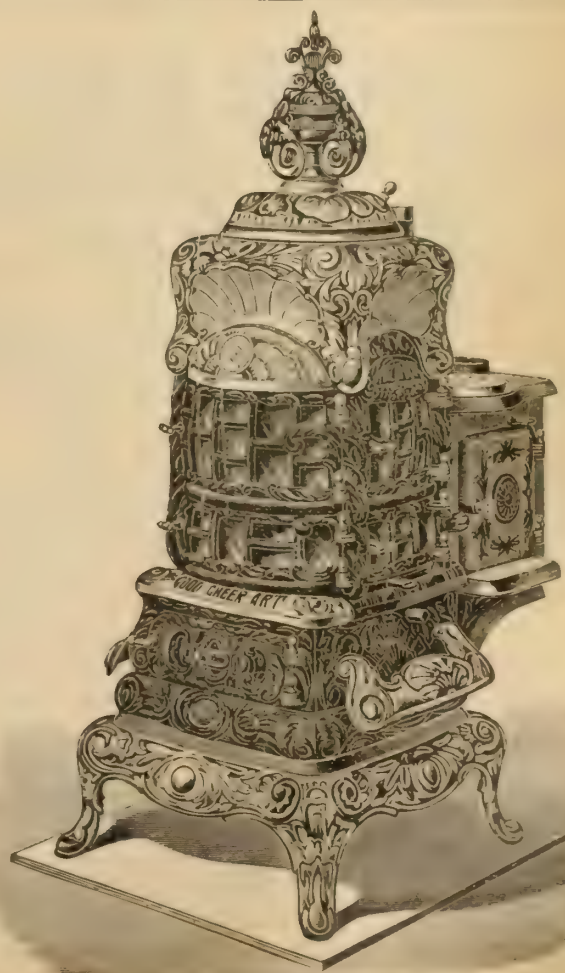
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PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive, and Detachable Driving Link Improved for season of 1901. Steel or Wood Frame as desired.

Wheelbarrows.

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High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

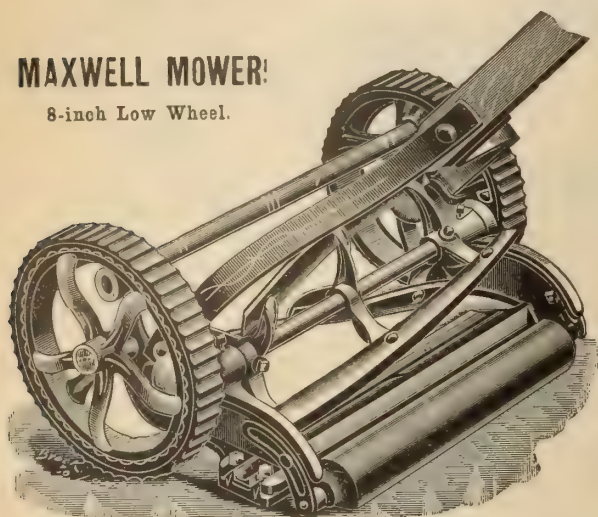
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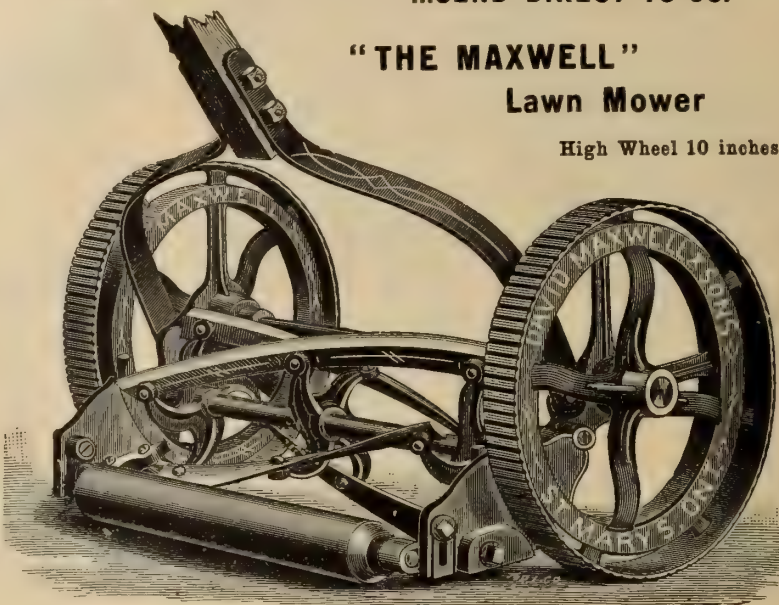
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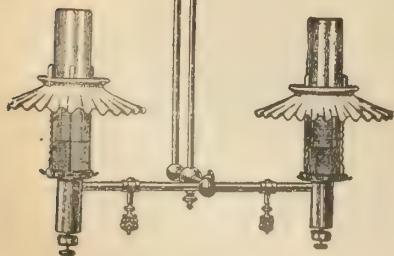
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8-inch Low Wheel.



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Floor Paint dries hard in 8 hours

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Customers are sure when they buy our Island City Paints that they get the best value for their money.

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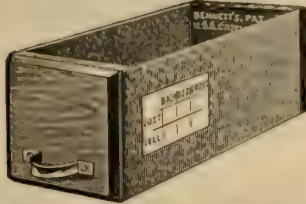
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DON'T PUT IN**BENNETT'S PATENT SHELF BOX**

simply on our recommendation, but see what our latest customers say about it. Rogers & Nichol, Perth having put 440 into their new store, write us on Oct. 24th as follows: "Bennett's patent shelf box is satisfactory in every particular." Johnson Bros., of Seaforth, having equipped their shelving with 418, write thus about them on Nov. 1st: "Shelf boxes to hand they fit our shelving perfectly, they are attractive and convenient. We would not now dispense with them under any circumstance."

In addition to our usual line of finished shelf boxes, we are making boxes with plain pine or bass fronts for our customers to paint, varnish, or paper, as they may wish, we supplying them with polished brass pulls. This produces a box, which while it is the

BEST

is also

Cheaper than the old Wooden Box

Full particulars from the patentee and manufacturer.

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To Finish EVERYTHING, From a Baby Carriage to a Sideboard

A better make of White Lead than their well-known "Elephant" and "Decorators' Pure" IS BEYOND THE ART OF PAINT-MAKING.

It is an incontrovertible fact that the firm which purchases **VARNISHES** and **JAPANS** manufactured by The Canada Paint Company has a decided advantage over the one who does not.



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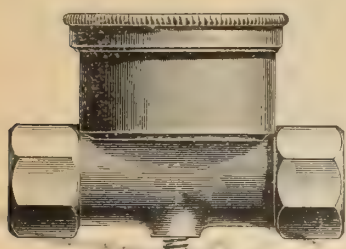
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.. USE ..

Peebles' Automatic Gas Governors



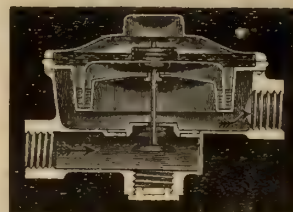
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Governor for Incandescents.



Mercurial Governor for Fixing at Meter.

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Antimony Aluminum
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Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited
Hamilton, Ont., and Montreal, Que.

Leaders for the Fall Trade

It will pay you to handle these lines.

Kemp's Royal Tea Kettles

Made with Pit and Body in one piece. A strong and durable Kettle. Supplied in All-Copper or All-Copper heavily Nickel-Plated.



Kemp's Climax Hot-Water Kettles

For Base-Burners or Table Use. All-Copper, Nickel-Plated, with embossed ornamental Snowshoe Band around bodies, also supplied with plain bodies.



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Kemp Manufacturing Co., Toronto



VOL. II.

MONTREAL AND TORONTO, NOVEMBER 10, 1900.

NO. 45.

President,
JOHN BAYNE MACLEAN,
Montreal.

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Limited.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

THE MARKET GATHERS STRENGTH.

THE upward movement in hardware and metal prices that we have been anticipating for a couple of weeks is beginning to reveal itself more vividly.

This week wrought scrap has been eagerly picked up by the rolling mills, and we have heard that \$16 has been paid for railroad scrap. If the raw material is advancing, then finished products must advance in sympathy. Higher prices must be in sight to warrant purchases of scrap at such a value.

We hear that the manufacturers of iron pipe are becoming firmer in their views and that some lines are quoted higher this week.

Steel billets in the United States are \$1 higher, and this will influence most lines in sympathy.

This strengthening of the market is due to two causes; the end of political turmoil, resulting in the triumph of Republicanism in the United States, and the increased demand from the retailers.

There is no doubt but that McKinley's election will strengthen the market. The Democrats were pledged against trusts and combines, and, in order that popular opinion should not be incensed against them at the moment of voting, the trusts refrained from exacting the arbitrary values they usually demand. In fact, they went to the opposite extreme and sold at profitless figures. It is within the bounds of probability to say that now, when their existence is not menaced, they will not hesitate to place business on a paying basis again, at all events, this is what most business men anticipate, and they expect that the advances that usually follow an American election will, this year, be very marked. The American markets are reflected here.

Then, again, the Canadian political turmoil is over, and the retailer will take more time to push his goods. The extra demand must exercise its bullish influence.

But it is not only the political influences that are lifting the market out of its depressed condition. For the last two or three weeks the demand from the country has increased. Last year all the merchants who could do so laid in heavy stocks on a rising market; these stocks took some time to clear out, and, as a consequence, business during summer and most of the fall has been very backward. The market for

raw materials has been dropping all the time; the merchants looked for declines in the finished articles in sympathy, and consequently were buying only from hand to mouth. Now the market for raw materials is steadying itself and becoming firm, the merchant has about cleared out his heavy stocks, and he finds it is a good time to come upon the market. So the demand is improving. We hear that the call for horseshoes is so great that the shipments exceed the amount produced. Galvanized pipe and Canada plate are very scarce on the Montreal market. This can only mean that an unexpected inquiry has sprung up lately. Speaking to large manufacturers, **HARDWARE AND METAL** learns that all goods are now more than holding their own in point of shipment—except white lead, the high price of which is restraining the consumption.

Taking it all into consideration, we reach the conclusion that there must be a speedy reaction from the declines of the last six months. In these times of continued prosperity, there seems to be no reason why the market should not be on a paying basis of higher values.

REFUNDING MONEY.

A custom which is spreading among hardware dealers, and which is founded on common-sense business principles, is that of refunding money to customers who are dissatisfied with their purchases and who return them undamaged. Seldom is either profit or business lost by this means, while, on the other hand, it develops a mutual spirit of friendliness that does much to maintain the allegiance of the customer to the merchant who so treats him.

AN INTERESTING IRON PIPE EPISODE.

THE story has not yet been told as to how the tube combination in the United States was recently defeated in its attempt to obtain possession of the Canadian market for iron pipe and drive out the product of the home manufacturers.

According to the statements made by the representatives of the combination who visited this country, prices were to be so cut that the two home manufacturers were to be forced to close up their factories.

To prove that their statements were not mere boasts, iron pipe was quoted for the Canadian market at about 50 per cent. below the figures at which the wholesalers in the United States could buy.

Importations of pipe became unusually heavy and they kept heavy. But the factories of the Canadian iron pipe manufacturers continued running and the market absorbed their product seemingly just as readily as before.

Then the National Tube Co., which is the proper name of the consolidation, began to wonder. Then it began to investigate, and finally its investigators found that the pipe was being exported to Great Britain, where it was being sold in competition with the National Tube Co.'s own product.

For the explanation it is necessary to go back to the time when the representatives of the United States concern threatened to close up the Canadian pipe factories.

When the threat was made and such low prices quoted, the Canadian manufacturers and others interested did some scheming too. The Customs authorities were asked if the rebate of 99 per cent. allowed on goods exported, after having gone through some process of manufacture, which had previously been imported, would be allowed on iron pipe imported from the United States, and afterwards exported provided it was taken into the factories in this country, the original thread cut off and the British standard thread put on.

The answer given was in the affirmative. Forthwith United States pipe was bought as freely as it was offered, although the Customs authorities appraised it for duty at the price that ruled in the market of production. After the thread had been changed the pipe was exported, thus leaving the

Canadian market for the home manufacturers to supply.

The combination across the border is now trying to destroy the iron pipe industry of Canada.

CANADA'S SUMMER RESORTS.

EVIDENCES manifesting that Canadians are awakening to the advantages this country offers to the summer tourist, and to the value of the tourist trade to the country, are beginning to accumulate.

It has long been maintained by **HARDWARE AND METAL** that in every section of Canada Nature has prepared resorts which are, in conjunction with our fine summer climate, exactly what the summer tourist seeks. Whether it be for fishing, yachting, canoeing, wheeling, wood-roaming, mountain-climbing, hunting or lazily resting in quiet, picturesque retreats, the tourist will not find anywhere superior natural resorts than are spread from the Bras d'Or Lakes in Cape Breton to the peaks of the Rockies in British Columbia.

But Canadians have not, until the last year or two, given the matter anything like the attention it deserves. With the exception of the St. John, N. B., and Ottawa Tourist Associations, the Orillia, Ont., Board of Trade, and the various railway and navigation companies interested, no organizations have persistently endeavored to spread the fame and name of our several resorts. Our tourist trade has suffered from lack of proper accommodation rather than been increased by the advertising it has received. It is therefore gratifying to note that in many quarters there is an awakening to the advisability of making better provision for this trade. The movement recently started in Kingston, to secure a list of private homes wherein summer guests would be received, was a good step in that direction; the forming of a company to build a \$1,000,000 hotel in Toronto was another; so was also the erection of five summer hotels in the Muskoka district. At several points in Nova Scotia large summer hotels will be erected during the coming summer. Railways will be built from Winnipeg to a picturesque beach on Lake Winnipeg, and from Vancouver to "Greer's Beach." The

various navigation companies are placing orders for better boats to handle their traffic.

In the meantime, the game and fisheries officials are doing good service in preventing the depletion of the fish and game that have done much to give our resorts the good name they now have. An attempt is being made just now by the Ontario Fishery Department to secure from Quebec some of the famous land-locked salmon, about the best angling fish on the continent. It is proposed to place these in suitable waters in Ontario and to protect them until they have become numerous enough for sport. Last week a representative of the Niagara Fish Co., Buffalo, N. Y., was caught by the Game Warden, at Fort Erie, Ont., exporting Canadian partridge as produce. As this was not the first attempt to export partridge, which is contrary to law, a fine of \$26.75, including costs, was imposed.

By thus protecting our game and improving our accommodation for summer tourists, we may expect that our resorts will gain the popularity which natural conditions have made them worthy of.

An opportunity which is passed can no more be grasped than can yesterday be recalled.

PAPER BAGS CHEAPER.

FOR some time there has been severe price-cutting in paper bags in the United States. One result of this has been that many importations of United States bags have been made into Canada lately. To meet the low prices at which these bags have been offered, the Canadian Paper Bag Association raised, on November 1, their discounts on all quantities of bags.

The old and the new discount lists are as follows:

	Old. p.c. off list.	New. p.c. off list.
On 300,000 and over.....	35	50
" 150,000 and under 300,000	30	47½
" 50,000 and under 150,000	25	45
" 20,000 and under 50,000	22½	42½
Under 20,000	20	40

It will be seen that the discount of 20,000 and under is just double what it was previous to last Thursday, though that on the larger quantities is not so large.

The terms are unchanged: Three months or 3 per cent. 30 days.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

BETTER FEELING IN BOLTS.

THE market on this line of goods, which has been characterized by a weak tone, is now in an improved condition. The manufacturers have been conferring in regard to the situation and, as a result, some of the extreme prices have been withdrawn and higher quotations adopted. The lowest prices which have recently been current are accordingly no longer obtainable and there is more regularity in prices. The market for small lots is represented in a general way by the following quotations, an extra 10 per cent. being obtainable by larger buyers.—Iron Age.

TONE OF THE HARDWARE MARKET.

The hardware market continues to be characterized by different tendencies in the matter of prices. In some heavy goods in which there has been a serious break in prices, under the influence of the decline in iron, a better tone is apparent, and some of these lines are held more firmly. In a good many others an evident effort has been necessary to maintain prices, but the course of the market is such as to make it difficult to hold advances made during the upward movement of last year, and in such cases concessions are being gradually extorted from the manufacturers. Manufacturers who did not advance prices when so many others were doing so are generally congratulating themselves that the marketing of their products is unattended by the difficulties that others are encountering.—Iron Age.

BUSY UNITED STATES SHIPYARDS.

In busy times shipbuilders fight shy of Government work—not vessels of war for which the large yards are specially equipped, but such craft as dredges, revenue cutters and vessels other than those for the navy. The builders that might handle this kind of work do not take kindly to the extreme exactness of Government specifications, unless they can see a liberal margin in their contracts, and very often the amounts appropriated for such vessels are not up to requirements. The announcement, therefore, that Major Thos. H. Handbury, of the United States army engineer corps of Detroit, who is a member of the Mississippi river commission, has been unable to find a builder who will undertake the construction of the dredge Benyaurd within the appropriation of \$350,000 provided for the vessel, is a fair indication of the active condition of shipbuilding operations throughout the country. This dredge, which is of the self-propelling, hydraulic kind, was very fully

described in a recent issue of the Review. When bids were opened in Detroit a few days ago there was just one offer to build the vessel. It was from the Townsend & Downey Ship Building & Repair Co. of New York, and the price named was \$389,000, or \$39,000 more than the sum available. Another call will probably be made for bids and a much greater length of time allowed for completing the dredge. The work was to have been done within 10 months.—Marine Review, Cleveland.

IMPROVEMENT IN THE IRON TRADE.

The distinct improvement in the tone of the iron market, and the increase in demand noticed last week, have been emphasized in the past few days. With higher prices for several forms of finished material, demand has been strong, and buyers show more confidence than at any time since the boom of 1899 was at its height. The plate market has been a centre of interest in the past week. After months of low prices, which persisted in the face of a demand always well maintained, an advance has now been made to 1.25c. Pittsburg for tank steel, and buyers find that mills are uniformly quoting on that basis. Sales have been heavy in the week, Chicago reporting 10,000 tons, and Pittsburg booking large orders from boiler and bridge works and shipbuilding companies. The billet situation is interesting, in view of the meeting of steel manufacturers at New York last week. It is argued that with the advance in certain finished products, and the stronger feeling in all, the price of billets is low. No action resulted from last week's conference, but it is expected that another meeting will be held on Thursday of this week, and that an agreed price will be effective immediately thereafter. In pig iron the week has been an active one, especially in the East. Buyers of foundry iron have been in the market, and in New York State and New England some of the large buyers have taken round lots, ranging up to 5,000 tons, deliveries ranging from four to six months ahead. It is believed Eastern pig iron buying the past week has aggregated close to 50,000 tons. On this some sellers have raised their prices 25 to 50 cents. Smaller buyers have not shown any great interest as yet, and are content to buy as their needs require.

POSTPONEMENT.

The regular meeting of the Retail Hardware and Paint Dealers' Association of Montreal, which was to have been held in Monument National on Wednesday, has been postponed on account of an oversight

on the part of Sir Wilfrid Laurier in putting the elections down for that date. A special meeting has been called for November 21, when the constitution printed in *HARDWARE AND METAL* last week will be discussed.

SLOW DEMAND FOR WHITE LEAD.

TO the manufacturers perhaps the most discouraging feature of the market to-day is the small call for white lead, the shipments of which are falling off and the stocks of which are piling up.

Of this there can be only one explanation; the high values are restraining the consumption. At the present figures manufacturers are making no money, as competition is very keen and it is expected that advances will occur some time this fall. Yet, the demand is slack. The trouble is that painters are not mixing their own paints so generally as they once did. At to-day's prices of linseed oil and white lead it would cost at least \$1.60 to \$1.65 per gallon to mix paints, while a painter can go to a jobber and buy his ready-mixed paint for \$1.20 a gallon. Needless to say the difference is an important consideration with him.

Trade in mixed paints has never been so good as it has been this year, in spite of higher values. This may encourage mixers to raise prices. We hear that one large American firm quoted an advance of 15 per cent. all around, last week.

PACKING FOR TROPICAL COUNTRIES.

U. S. Consul Hughes sends the following from Coburg, Germany, under date of October 3, 1900:

"The Indian Import and Export Trades Journal calls the attention of shippers to the East Indies and other tropical countries to the proper methods of packing goods for shipment. It says:

The effect of heavy rain in the tropics is to produce a dampness in the air quite unknown in Europe, and this is destructive to many articles of European manufacture. Mildew attacks textile goods, leather, books and stationery, while arms, cutlery and metal work require constant attention to preserve them. No merchandise that is liable to injury from the heat can be long stored in India without deterioration. The dampness of the air is such that a piece of woven fabric made and measured for length in this country will have different lengths in different parts of India. In Bombay, for example, closely-woven, unsized calico, exposed in the air in the shade in February, which is the driest month in the year, varies as much as 3 per cent. in length from day to day. Nothing will keep steel or iron articles so well as lining the cases with bay wood, or other absorbent timber, which has been well painted while hot with paraffin wax.

"This applies just as well to goods shipped from the United States to Central and South America, the West Indies, and Mexico. The writer has often seen beautiful and costly goods shipped to these countries, ruined by careless packing."—U. S. Consular Reports.

CANADA ON DOMINION DAY.

A UNITED STATES WOMAN'S IMPRESSIONS.

A MOST fallacious theory exists in regard to Canada and the Canadians with most of our intelligent American people. It is their egotistical belief that Canada is yearning for annexation to the United States, and did our Government but extend her arms the "Lady of the Snows" would readily fall into them for rest and protection, writes Elvira Floyd Froemcke, in *The New England Grocer*.

This is a very erroneous idea, and nothing arouses the animosity of the calm Canuck quicker than such a statement. The truth is that, while nominally under British rule, Canada is practically free—as free as our United States—as proud and quite as self-satisfied.

Canada has her own Parliament, her own Premier, her own laws. She is bound with but few ties to the Mother Country, and these are sustained through pride and love. These liberties were secured over 30 years ago, and Canada celebrated her first Dominion Day July 1, 1867. England imposes no taxation on her colony, and Canada pays a yearly salary of \$50,000 for an English Governor-General, who brings over with him his hereditary title and his power to hold a mimic court at the Canadian seat of Government in Ottawa.

Canada reverences the Queen, and nowhere has she more loyal subjects than here in this beautiful colony. The Government is ever ready to supply troops for the defence of the Queen; her name is held sacred, prayers are offered up for her in every colonial church, and this free people voluntarily pay her this constant homage, which has won for them the credit of out-Englishing the English.

Consider, then, how distasteful must be the position recently taken by *The New York Sun* in regard to annexation, and pardon *The Gazette* for the following satirical paragraph, which appeared on the morning of Dominion Day:

"The *New York Sun* has been telling its readers again that Canada is ripe for annexation. It may be admitted, perhaps, for *The Sun's* comfort, that Canada is as ripe as the Philippines, where a United States fleet and an army of 30,000 men are debating the matter with the natives."

We are neighbors. Each possesses a liberty won by privation, courage and hard fighting. If there must be a fence between our lands let us respect it and smile, not scowl, over its pickets. If there must be fighting, let it be for each other, and not against each other.

We are kinsmen, of the same blood and tongue. We should agree better then, each

to have his separate home. In mercy, in justice and wisdom, let us have peace and placidly enjoy what has been gained through strife and warfare.

As to the people's celebration of the day, it is much the same as our Fourth of July, save that it is quieter. Mrs. Canada is very much like Mrs. Gilpin, who "though she was on pleasure bent she had a frugal mind." For nearly three-quarters of a century the people have been celebrating the Queen's birthday, and as the 24th of May brings out a small fusillade of firecrackers and fireworks, Dominion Day, following so closely, takes a holiday of the drowsy midsummer type, and relegates noise to rowdiness.

A small Yankee boy said to me, "You see how 'tis. They're free and they ain't free. They're like a feller who can leave his mother, and dassent. So they can't blow about it like we can."

Is this true?

On Dominion Day flags were flying from every, public and almost every private building—and beautiful flags they were, too. Sunshine and blue sky were above and about us, the mountain loomed up in its vernal beauty and the broad river leaped and sparkled, all free, yet a Sunday silence was upon everything.

We, of the United States, could not stand so much tranquility, and wandered forth to find the people. Up and down St. Catherine, Dorchester and Sherbrooke streets we wandered. Empty cars met our sight, a few empty cabs rattled by. Some private carriages passed in proper state, their inmates as rigid and smileless as wooden figures. We grew nervous, and, turning to each other, said, "Where can the people be?"

One suggested the country excursions, picnics. Yes, that might be, but surely there would be some people left in town, and now there was scarcely a person. Oh, for the snap of a big torpedo, the popping of one bunch of firecrackers! The stillness was appalling.

Well, we would forsake the dreary town and fly to the most sequestered paths of Mount Royal, where we could commune with nature alone.

Even the car of the incline railway, that dragged us up the mountain side, was empty; but when we reached the top and wandered down the shady paths and nooks and glens, we found the people.

Picnic parties of all sorts, kinds and condition of men, women and children, given up to the delight and liberty of a day in the woods. One expressman had his

big cart under a tree, the horses tethered near by, and his whole family ranged about entering into the fun and happiness of the rare pleasure. The table was spread with all good things. Two old men were having a game of cards, two old dames were knitting, and four young people were having a game of ball. The mother and father—he in shirt sleeves, she pink as her shirt-waist—were calling the busy party to lunch and making all sorts of threats and jokes about their delay; to which they would laughingly respond and deal more cards, knit a few more rows and give a few more tosses to the ball in merry defiance.

So it was all over the top and sides of the great mountain park. Rich and poor, clever and ignorant, old and young, glad with the gladness of the day. There were sewing parties, reading parties, botanizing parties, and singing parties; while the most popular party with the children seemed to be the lunching party.

I once read of a grim, stony old mountain that never saw any life during the day, but at night it was a busy hum, with thousands of tiny dwarfs who worked inside and outside the great rocks, lining them with gold and jewels for men to find in future years.

Mount Royal, too, must have had its prehistoric dwarfs, who worked through the fiery lava of its volcano till they covered it far from sight with flowers and green leaves, and made it a treasure house for the free people of Canada, that they might be rich and proud and happy on Dominion Day.

MONTREAL BUSINESS DIRECTORY.

Messrs. John Lovell & Son have just published their thirteenth edition of Lovell's Business Directory, that book indispensable with Montreal business men. It contains an index to streets, tariff of Customs, and names, business and address of every firm or person doing business in Montreal. It is corrected up to July, 1900. A miscellaneous directory has been compiled with great care and adds to the book's worth. A guide to streets will serve as a handy reference. The binding is tasty and reliable. In board the Directory will sell for \$1.50, 400 pages.

WIRE NAILS, TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

PITT BROS., general merchants, etc., Sandon, B.C., have been released from assignment.

Ludger Dionne, coal dealer, etc., Montreal, has assigned.

J. O. Bernier has been appointed curator of Felix Gaulin, tinsmith, Granby, Que.

G. R. M. Stretzel, general merchant, Plum Coulee, Man., has assigned to C. H. Newton.

A meeting of the creditors of Robert Bullock, general merchant, Selkirk West, has been called.

Montgomery & Son, general merchants, Newmarket, Ont., have assigned to F. H. Lambe, Hamilton.

J. R. Leblanc, hardware dealer, etc., Montreal, has assigned. He has compromised at 66c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Empey & Merrill, general merchants, Hammond, Ont., are about to dissolve.

Berry & Stevens, general merchants, of Hillsboro, N.B., have dissolved; Wm. A. Stevens continues.

Partnership has been registered by The St. Maurice Foundry and Machine Co., Three Rivers, Que.

Campbell & Naubert, general merchants, Kimberley, B. C., have dissolved, and Aime Campbell continues.

SALES MADE AND PENDING.

J. P. Burbidge, carriagemaker, Malton, Ont., is advertising his business for sale.

Horace P. Wales, general merchant, Richmond, Que., is advertising his business for sale.

The assets of D. Tremblay, general merchant, Point a Pic, Que., are to be sold on November 8.

CHANGES.

Jonas Becker is starting as carriagemaker in Malton, Ont.

Henry Barr, blacksmith, Fort Steele, B. C., is out of business.

Ferdinand Martel, is starting as blacksmith in Windover, Ont.

H. L. Morris, hardware dealer, Forest, Ont., has sold out to Andrew Laurier.

John Wolfe, blacksmith, Lisbon, Ont., has been succeeded by Henry Witzel.

Martel & Martel have registered as crockery dealers in Quebec.

Tousignant & Co., carriagemakers, St. Hyacinthe, Que., are giving up business.

Miss Angele Chalifoux, general merchant, Wendover, Ont., is giving up business.

Jane Houghton, widow of Thos. Houghton, has registered as proprietress of the

Out For Business.

If you're out for business, if you want to get all you can and hold it after you get it, don't waste your energy in pushing poor paint.

It's harder work to sell poor paint than good paint—because you have to keep after new customers all the time. No man who once gets fooled by poor paint wants it again.

THE SHERWIN-WILLIAMS PAINT

is good paint. It makes a constant customer out of every man who tries it. It does its own advertising. Every sale brings another. When you build up a good trade you are sure to keep it.

S.-W.P. is made right—to sell right and wear right.



CLEVELAND.
CHICAGO.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO.

SAN FRANCISCO.
KANSAS CITY.



blacksmith business formerly carried on by Mr. Houghton.

H. W. Murphy, general merchant, Auburn, N.S., is advertising to give up business.

Riches & Tigar, dealers in agricultural implements, Elgin Man., have sold out to James Gray.

T. T. Eyre, dealer in agricultural implements, Hensall, Ont., has retired from business.

A. J. Ford & Co., general merchants, Woodham, Ont., are closing up their business in that city.

Richard Lanigan, general merchant, Calumet, Que., has been succeeded by Lanigan Bros.

It is reported that G. H. Gilpin, general merchant, Cranbrook, B.C., is discontinuing his Forte Steele branch.

FIRES.

The William Chaplin Saw Works, St. Catharines, Ont., have been destroyed by fire.

Geo. McAllister, manufacturer of staves, headings, etc., Bloomingdale, Ont., has been burned out.

The store premises of R. W. Bradley, harness dealer, and the hardware stock of Alexander Stinson, hardware and lumber

dealer, Cannington Manor, N.W.T., have been destroyed by fire. Mr. Stinson's loss is partly covered by insurance.

The oil sheds of Parsons & Co., dealers in crockery, glassware, etc., Ottawa, have been destroyed by fire.

DEATHS.

W. J. Hare, foundryman, Oshawa, Ont., is dead.

Pierre N. Cauchon, general merchant, Etchemin, Que., is dead.

FRANK SMITH DEAD.

Frank Smith, at one time hardware dealer in Guelph, Ont., died at the residence of his father-in-law, John McCrae, on Wednesday, last week.

The deceased was born in Guelph Township in May, 1845. He entered the old hardware firm of Mulholland & Co. as an apprentice, and worked his way up in the trade until able to enter into business for himself in Hamilton. After being there for some years he returned to Guelph, and opened a hardware store in the stand now occupied by C. W. Kelly's music store. From there he went to Toronto, and during the past few years has been on the road as traveler, first for the Taylor Safe Works, and latterly for the Ossekeag Stamping Co., of Hampton, N.B.

TRADE PAPERS VS. CIRCULARS.

THE tendency of manufacturers to use circular letters in place of space in trade papers is the result of a wrong idea of the value of a good name, says C. V. White, in The Northwestern Shoe and Leather Journal. The right kind of a trade paper is the adviser of its readers—it helps them over the hard places in business, it gives notice of new things and makes a relentless fight on fakes and fakers. It is, first of all, the friend of its readers. This kind of paper will not accept the advertisement of any firm which is irresponsible or fakish; this gives an implied good name to every advertiser. The business relations between persons introduced by a mutual friend are more cordial than those who meet because of the forwardness of the one who has something to sell. The trade paper will introduce any manufacturer or jobber to the class of business men he wants to reach. The introduction coming in the nature of an advertisement does not materially lessen the value of the introduction. The reader knows that the firm is responsible, or it would not be allowed to advertise in this particular publication.

If each advertisement is written in the nature of a direct bid for trade, the trade paper advertisement will bring larger results than a circular every time. The average manufacturer, however, puts a standard card in the trade paper space and then supplements this advertisement with circular letters, and because returns come in he thinks the letters are alone responsible. The result comes because his trade paper advertising has established his good name. A business man nowadays who gets a circular letter from a strange firm has to be mightily interested before he will give it any consideration. There are too many good and reliable firms to experiment with strangers.

It is also a fact that it is the irresponsible manufacturer, driven out of trade papers, that resorts to circular letters. For the legitimate manufacturer or jobber to try to compete with this class is foolishness. It is foolishness for two reasons: He simply injures himself every time he notices this class; second, it costs too much in proportion to what can be taken out of it. Advertising with circular letters is one of the most expensive kinds of advertising.

KEEP POSTED ON STYLES.

A merchant in any line has an undoubted influence over the fashions in the community where he does business, says The Stoves and Hardware Reporter. If he is a leader, he can either keep his customers in touch with the times or very much behind them. The advantage of new styles is that

they induce the buying of new goods, and result in an increase in business; so, if the merchant does not try to keep his customers posted, he is very likely to fall behind in the trade procession. Some merchants may be inclined to think that fashion has nothing to do with such staple lines as stoves and hardware. If that were the fact in the case,

we would be using the patterns and designs of half a century ago. But the manufacturers recognize the necessity of making changes and creating a new style or pattern to meet the demand for something new, and the dealer must either keep up with the times and the fashions or else become a back number.

THE IVER JOHNSON

Semi-Hammerless Ejector Single Barrel Shot Gun

is made on an Entirely New Principle.

NO TOP OR SIDE ACTION.

Opened, closed and fired without changing position of the hands.

ABSOLUTELY SAFE.

Ask to see it.

Sold by Leading Jobbers.

SEND FOR CATALOGUE.

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—361 Main St.

FITCHBURG, Mass.

A DEALER'S PROFIT

lies in buying lines that will in appearance, quality and value appeal to the customer.

BOECKH'S BRIDLED PAINT BRUSHES

EMBRACE ALL THESE ADVANTAGES.



They are made in all the latest designs. The quality is of the best, and they are of exceptional value.

Boeckh Bros. & Company,
80 York St., TORONTO.

H. S. HOWLAND, SONS & CO.

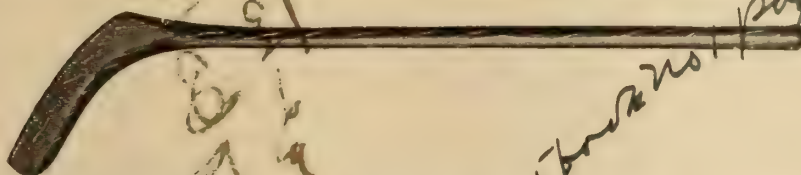
WHOLESALE.
ONLY

37-39 Front Street West, **Toronto.**

ONLY.
WHOLESALE

"Mic-Mac" Hockey Sticks.

"Mic-Mac"
1900.



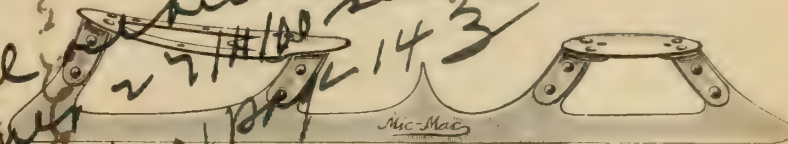
"Mic-Mac"
1900.

The "Mic-Mac" sticks are superior to all others. The wood is **extremely tough**, and this year our sticks are all carefully selected. Our stock is all new (made this year). "Mic-Mac" sticks will be in great demand by all first-class players. If you want them you should order at once.

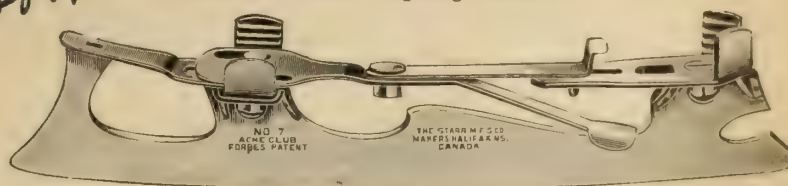
We can only secure a limited quantity of "Mic-Mac" Hockey Sticks this year. Order at once.

SKATES.

Genuine "Star" Hockey Skates.



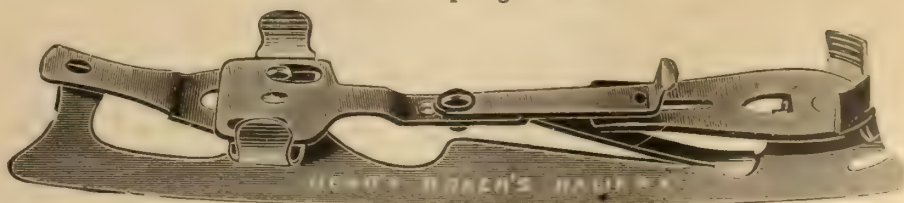
Genuine "Acme" Spring Skates.



"Boker's" Hockey Skates.



"Boker's" Spring Skates.



Hockey Pucks.

Regulation Sizes.

Diameter—3 inches.
Thickness—1 inch.
Weight— $\frac{1}{2}$ -lb.

Solid Rubber.

- No. 1—Men's Best Quality.
- No. 2—Men's 2nd Quality.
- No. 3—Boys'.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY

Graham Wire and Cut Nails are the Best.

OUR PRICES
ARE RIGHT.

THE SUBSCRIPTION NUISANCE.

I WAS speaking to a large country retailer a few days ago anent the system of "subscriptions" that obtains to such a great extent in nearly every part of the land. Ladies as a rule are the greatest beggars. Of course, all honor is due to those of the soft sex who, having time at their disposal, devote a portion of it to the work of collecting funds for their churches, or for some charitable institution. One is naturally inclined to help in a good cause all the more when he finds that others do not mind spending time and trouble, besides, probably, giving liberally themselves. As a matter of fact there are very few storekeepers who do not liberally give, and, in the course of a year, part with a good round sum in small donations obtained in this way. It is one thing, however, to give alms freely when asked, and another to be forced to stand and deliver under the persuasive influence of a threat.

Undue and unfair influence is frequently used. One of the methods by which this exercised is the promise, open or implied, of custom as a reward. It is manifestly improper to bribe a man to give more than would otherwise be given, simply from interested motives. A gift of this sort has none of the savor of charity about it, and cannot be expected to possess any of the blessed qualities of which the poet sings. Of course, a man may yield more readily to the blandishments of a good and regular customer, than to another who is almost a stranger. That is human nature, and so long as there is nothing in the nature of a bargain about it, well and good. But a lady who bribes a tradesman into helping her "cause," whether, hospital, home charity, or foreign mission, degrades it and herself, and, beyond all doubt, induces the commission of what is more or less an immoral act.

Most men of business can only, in common honesty, spare so much for charity from their cash or stock. And many of them give this readily enough. General institutions of a charitable character come first, and, next, the particular church to which the man belongs or which is most in sympathy with his views. Morally speaking, he is not called upon to assist any other. It may be that he considers what is taught in any given place of worship erroneous and injurious, and if he gives anything towards it he is tampering with his conscience for greed of gain.

Over and over again, correspondents to the press complain of the unfairness of the perennial and persistent levy, and there is a general consensus of opinion that the evil is one that should not exist. Let business men

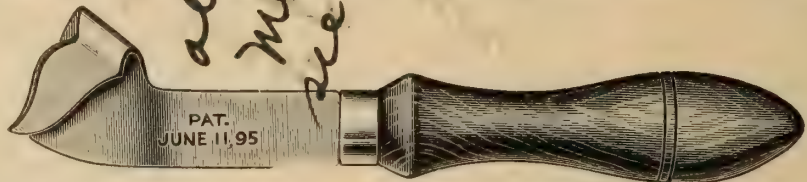
agree among themselves that they will not stoop to or truckle with otherwise praiseworthy workers, and the canvassers would find their occupation gone, so far as the store is concerned.—Storekeeper, Sydney, N.S.W.

NEW HARDWARE SPECIALTIES.

THE accompanying cuts represent new lines which are just being placed on the Canadian market by The McClary Manufacturing Co., from their headquarters at London, or from their branches at Toronto, Montreal, Winnipeg, or Vancouver.

The vegetable slicer is an ingeniously made article and cuts vegetables of any kind in either strings or slices, the latter being cut in such a way that by turning the vegetable slightly it gives perforated slices of various pretty patterns, which cook more readily than in any other way. It is well protected underneath the knife so there is no chance of it buckling, and the corrugations of the knife itself add much to its strength.

The "Handy" can opener is of the "Neverslip" pattern, and cuts very close to the edge on both round and square tins,



cutting in such a way that the operator cannot bruise or cut the fingers in any way whatever.

The "Safety" paring knife has three cutting edges, two of them arranged in such a manner that only one thickness of slice can cut, and no danger of cutting the hand of the person using it. The third edge is on the top of the knife, and is used for cutting out imperfections. The blade is made from highly-tempered polished steel, which takes a keen edge. The handle is made of light wood, nicely varnished, and with brass ferrule to hold blade in position.

All these goods are gotten up nicely and packed in a neat way, and a sufficient quantity of advertising matter explaining the working, etc., of the article is sent with every order. As these are new goods it would pay every dealer to send sample order to the above company.

The hide and wool business of the late John Hallam has been taken over by E. T. Carter, who was associated for 50 years with Mr. Hallam, managing the business for the latter half of that time.

THE CHALCRAFT SCREW CO., LIMITED.

The business of The Chalcraft Screw Co., Limited, of Brantford, Ont., whose advertisement appears in this issue, has grown steadily until it has now assumed proportions that entitle it to rank as one of the most prosperous of the manufacturing concerns in its line in the Dominion.

It was established in an unpretentious manner, and no boast was made at the time, but, now its facilities and general equipment are complete, having adopted the most modern and improved machinery obtainable, their goods cannot fail to find a place in the market.

There is not a busier factory in Brantford,

and, in order to meet the gradually-increasing demand for their goods, a very substantial addition to the factory is now in the course of construction.

Customers visiting Brantford are invited to call upon them, opposite the fire hall.

TWO HARDWARE FIRMS COMBINE.

The Niagara Falls Metal Works Co., of Niagara Falls, and The McKinnon Dash and Hardware Co., of St. Catharines, have united, forming a company to be known as The McKinnon Dash and Metal Works Co.



The new company has a capital stock of \$300,000, and will manufacture the various lines of goods at present turned out at each factory. J. E. McRae, formerly of the Niagara Falls factory, is the president of the new company, while the position of vice-president and manager is held by Geo. J. Armstrong, the manager of The McKinnon Dash and Hardware Co., while L. E. McKinnon, the president of the St. Catharines company, is secretary-treasurer. The two factories formerly used will be kept running through the winter, but next year the business will all be done in one factory, where, it is expected, 200 hands will be employed. It has not yet been decided definitely in what place the factory will be located.

THE CANADA PAINT CO.'S CONCERT.

THE first annual concert and hop of the Canada Paint Cricket Club was held on Friday evening at Fraternity Hall, Wellington street, Point St. Charles, Montreal. Mr. Hugh W. Aird filled the chair very acceptably, and, in a neat speech, welcomed the large audience to this, the first, concert of the club, and explained that a restless activity pervaded the staff of The Canada Paint Co. When they were not grinding white lead, mixing colors or pounding putty into bladders they were in the cricket field or hockey rink. The hall was packed to the doors, encores were numerous, each number went off with a swing, and the concert was pronounced a brilliant success. Space forbids mentioning the most striking features. We attach the programme, and may mention that at the close of the entertainment refreshments were served, the floor was cleared and dancing was indulged in until the "wee sma' hours." There is evidently lots of "go" amongst the employes of this company. Following was the programme:

PART I.

1. Overture Mr. Herman Nauffts.
2. Song..... "If Dreams Came True." Mr. Chas. Anderson.
3. Duett..... Selected. Messrs. Hardman and Gloyn.
4. Song... "Every Race has a Flag but the Coon." Miss Christina Armstrong.
5. Comic song "We've All Been Having a Go At It." Mr. Edgar Mason.
6. Song Selected Mr. G. Morgan.
7. Song "Because." The child soprano, Miss Audrey C. Bennett.
8. Stump speech and song Mr. T. Grimwood.
9. Banjo and mandolin selection..... Messrs. Freeman and Mitchell.

PART II.

10. Song Selected. Mr. J. Hardman.
 11. Comic song Mr. L. Gloyn.
 12. Character song and dance..... Mr. Jack Gallagher.
 13. Humorous recitation..... "De Race on Sandy Hook." Mr. Chas. Sheppard.
 14. Song..... Selected. Mrs Annie Rowan.
 15. Fifteen minutes of Negro specialties Mr. Edgar Mason.
 16. Song..... "We're Britons None the Less." Mr. G. Bamforth.
 17. Song..... Selected. Mr. C. Anderson.
- "God Save the Queen."

SECCOTINE.

Knox Henry, of Montreal, has just been appointed Canadian agent for Seccotine, an intensely strong cement, which will stick broken articles of china, glass, wood, marble, leather, paper, bone, ivory and even iron. Many a cement heralded with possessing these qualities has been placed upon the market, until cements have often

been classed with corn cures. Seccotine is certainly no fraud of this nature. Pieces of iron can be glued together with it and the break cannot be found with a hammer. And it is as useful with glass or china as it is with iron, for it conceals the break marvellously well. Packed in tubes to sell at 15 and 25c. each, it is cleanly and convenient to use; ladies can keep it in the fancy work-basket without the risk of it becoming attached to bottles. Used in the manufacture of articles for bazaars, it is said to save a great amount of sewing. On textiles and such things as creped papers, the grip is almost immediate. On the whole, it is a reliable article that ought to prove of profitable handling to the retail merchant. In Great Britain and the United States a satisfactory trade has already been established, which shows that it is no sham.

THE "HANDY" SLICER.

The accompanying illustration of the "Handy" fruit and vegetable slicer, which Wood, Vallance & Co., Hamilton, Ont., are placing on the market, shows accurately the form and appearance of the slicer. It may also be seen from the dainty display of sliced goods that there is a sound basis for the claim of its manufacturers, that the "Handy" slicer is one of the simplest and most effective articles of its kind on the market. It will

slice all kinds of fruits and vegetables with the greatest ease, and without waste.

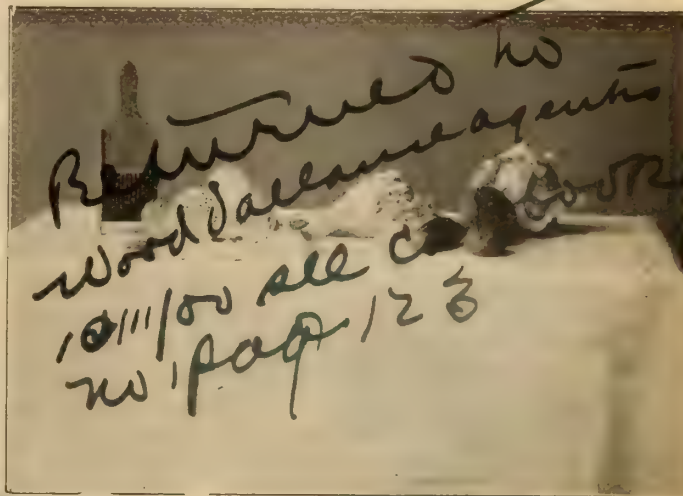
TUNGSTEN AS AN ALLOY.

If tungsten were produced in sufficient quantities, it might be more largely used in alloying aluminum. The alloys of aluminum and tungsten have for the past few years been especially popular for rolled sheets and plates to be afterwards spun. Under the trade name of wolfram aluminum, the metal has been largely used for military equipments. The alloys of aluminum and tungsten can be advantageously used with the addition of copper, and also with the triple hardeners, tungsten, copper or iron, or tungsten, copper and manganese. As usually made, the aluminum is hardened with some copper; tungsten of soda and ferro manganese are added to the bath, making an alloy of aluminum, copper and tungsten, manganese and iron.—Mining and Scientific Press.

MEANS FOR SMOKE PREVENTION.

AS a result of misdirected energy in trying to introduce smoke-preventing apparatus, many devices have been installed, to be operated under conditions of service for which they are totally unfitted. Some meritorious ones have been imperfectly erected or adjusted, or were ignorantly handled. Others have proved costly to maintain, or have failed to respond to fluctuating conditions. It is not surprising, therefore, that a large percentage of these so-called smoke preventers have proved to be failures, and that nearly all of them have been thrown out, at great loss to both purchaser and promoter. So discouraging was the outlook a few years ago that most manufacturers, as well as many progressive engineers, despaired of a solution, believing that there remained some particularly refractory conditions which no one of the devices on the market could fully meet.

Nevertheless, substantial progress in



smoke-prevention has been made. The conditions governing the making of smoke have been exhaustively studied, and many experiments towards its prevention have been made along scientific lines by competent experts. To prove that the problem has now been solved, it is only necessary to point to the hundreds of smokeless chimneys in many large cities, which serve furnaces burning inferior grades of soft coal, many of them operated continuously under most exacting conditions. The beneficent result is apparent wherever the problem has been attacked energetically and in good faith. It may safely be said, therefore, that any city may control its smoke. The means are ready at hand. Furthermore, such means are to be had in some variety, and their use imposes no undue hardship on manufacturers, either in first cost, restriction of output or material increase of cost.—W. H. Bryan, in Cassier's Magazine for November, 1900.

A CORNER FOR CLERKS.

Personal and other items for this department will be gratefully received.

IN a very thoughtful letter to me, "I.C." tells me he proposes to leave his situation in a country store and seek employment in a city, where he can have numerous advantages. He has no desire for the dissipations which attract some young men from the rural districts, but wants a wider scope for his energies.

The answer to this question must necessarily be with the individual. Men come to the cities, earn a better wage, no doubt, and have a better chance of success in life, but they do not see that a great proportion of the better wage is swallowed up by the increased expenses of life, and that for the better chance of success they pay a heavy price in health, peace of mind and power of enjoying life. For some men, the city is their appointed arena; therefore, to them it is useless to waste regret over the lost possibilities of a country life. But the kernel of what I have to say is this: The present rush to the city from the country of all sorts of youths, whether fitted or unfitted for a city career, is a bad thing for the nation and a worse thing for the youths. My friend writes as though culture is confined to the cities, and speaks in contempt of the simplicity of rural life. So many young men make this serious mistake; they measure the success of life by the rent a man pays for his house, and the price he gave for his furniture, also the cut of the clothes he wears. When they think of a cultured life they think of a house full of furniture, books, pictures—as if these things necessarily implied culture. We have only to reflect upon the sort of men and women who live in some of the finest houses in any city to see how stupid is such an estimate of culture.

Opportunities for promotion are more numerous in cities than in smaller communities, but they are not better. There are more chances in the larger cities, but, likewise, there are more applicants for the chances. Salaries are higher in the centres, but so, too, is the cost of living. I think a moderate success in business in a small community means more to a man than a greater success in a large city.

Should clerks bet among themselves and with customers on the elections? Every clerk of ordinary intelligence knows this is wrong. Then why need anything more be said on this subject? Every person has contempt for the gambler. It may be urged this is for fun only. It is fostering a

taste for gambling and no self-respecting clerk should be guilty of betting.

Is it wrong for me, after having been years with my employer, leaving and starting business for myself in the same town? Certainly not. On the contrary, it is a perfectly legitimate proceeding. It is not very pleasant for a good employe to leave his employer and start in the same line of trade, especially if it is in close proximity to his old store, because friction will be hard to avoid. The point to be carefully guarded is, to employ no underhand methods to get trade. Competition, as long as it is honest, never hurts anyone; on the other hand it is the very life of trade. People buy where they can get the best goods at the fairest prices. Try and merit trade by fair means. Don't price-cut any more than is absolutely necessary to hold your trade. Don't price-cut to gain trade. Be attentive and work hard to please. Try not to injure your old employer by saying anything detrimental to him or his business methods. Play the game fairly and success to you both!

I have had a pail of cocoanut in only a short time and it has become rancid. How should it be kept? We have had the same trouble during hot weather. I put it in an air-tight can and it did not keep sweet. I have asked for information from one of the cocoanut houses and will give their reply (?): "These losses in stock have to be carefully watched or they make a big hole in the profits. It is controlling these apparently small losses in a business that makes it a success or a failure."

"J" wants to know if a term in a business college is helpful to a young man who intends going into a retail business. Yes, it will help, but business cannot be learned in books or acquired in school. A theoretical course is only an introduction to its practice. It requires much training to make a successful business man. Employment in a prosperous establishment, affording as it does an opportunity to watch cause and effect, is the only practical school of business. An intelligent study of conditions of trade, a thorough acquaintance with the surroundings are things which can only be acquired by experience.

W. G. ROBSON.

A. T. Wiley & Co., Limited, crockery dealers, etc., Montreal, have been incorporated.

WILLIAM THE SILENT.

AMAN of strong, impetuous temper is often spoken of as "a man of strong character," and gentle, amiable manners are thought incompatible with much energy and efficient action. But, an uncontrolled spirit is a mark of weakness, not of strength. It is a strong man who can hold in with bit and rein a fiery disposition, but it is a weak arm that gives way and leaves itself at the mercy of such a temper.

It is an old sentiment of the Tartars that he who stays a giant appropriates to himself the giant's strength. Certainly in the moral world it is true that he who masters the giant Self has a double power to invest in all the concerns of life.

Stephen Girard liked to employ clerks of a strong temper who had learned to command it, as it was his opinion that their energy would extend itself in work if not wasted on quarrels. So thoroughly can the most impetuous hold himself in hand that outwardly all is quiet and calm. William the Silent was by no means a taciturn man, but a fluent speaker when speech was needed. But he could so perfectly command his words under the most trying circumstances that his enemies counted it for cowardice. His silence was like that of the strong, firm rock in midocean about which the waves dashed powerlessly. But when the time for action came, he was a man of lion heart and iron determination.

There are many times when it is wise to be like William the Silent. One rarely says too little when out of humor. If there is anything we ever rejoice not to have said it is angry words that we were tempted to speak. They do put us at a great disadvantage and pave the way for bitter humiliations. The estrangements that often follow are still more disastrous. But worse than all their other effects is the evil influence upon ourselves.

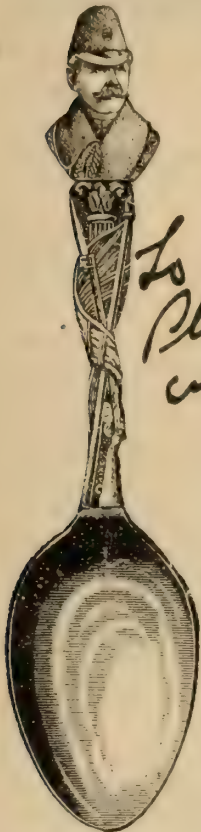
When one is aware of possessing such an untamed steed, the first step should be to break him. Then you can turn his strength and fire to good account and make them both work hard in your service. But the bit will need to be kept steadily between the teeth and the reins held with a firm hand. One runaway is badly demoralizing, and it is hard to get back the lost ground.

By MRS. MCCONAUGHY.

The general store of Wm. Richardson & Co., Dundalk, Ont., which was, together with the contents, destroyed by fire a few months ago, has been replaced by a fine, new solid brick building, 100x24 feet, three storeys high, with plate-glass windows and counter tops. The interior is finished in light natural woods. The three storeys are all stocked with new goods. A.M. Gibson, the manager of the store, is receiving many congratulations on its appearance.

"Not in the Trust."

Col. Otter
Souvenir Spoon.



Write for
Catalogue.

This, as well as Lord
Roberts and Baden Powell
Souvenir Spoons, is made
only in Sterling Silver, at
\$12.00 per dozen net.

The name of a place engraved
in the bowl of same adds \$1.80
net per doz. to this price.

The Toronto Silver Plate Co.

LIMITED

Silversmiths and Manufacturers
of Electro Silver Plate.

FACTORIES AND SALESROOMS:

King St. West, Toronto, Canada

E. G. Gooderham, Managing Director.

COPP'S WARRIOR HEATER

For Coal or Wood.



IN the last two issues of this excellent trade journal, we have illustrated the external appearance of our wonderful heater. The cut here illustrated represents an internal view. No heater made in America will give the same heat on the same consumption of fuel as Copp's Warrior Heater.

Two Sizes:

Nos. 28 and 34.

Established 1860.

Incorporated 1895.

"Crescent" Steel Enamelled Ware

AWARDED

**Gold Medal,
Paris, 1900.**



has more than its past reputation upon which to base its claims for superiority. Its color, smoothness and finish, coupled with its great durability and the extensive variety of its lines, place it at the head of high-grade wares without any assistance from the fact that it is the ware that has held the markets of the United States for twenty years.



It is manufactured with the greatest care, sold on its merits, and never fails to satisfy.

Do you handle it? If not, write us for prices.

The THOS. DAVIDSON MFG. CO., Limited,
MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, November 9, 1900.

HARDWARE.

THE elections have not interrupted trade as much as they generally do. They have been held at a time when people must pay attention to business, for the winter freights go into force next week, and navigation will soon be closed. Yet, business is not what it should be this week, considering the low stocks throughout the country, and the strengthening market. The firmness that we mentioned last week has been more pronounced this week, and the trade is looking forward to higher prices in the immediate future as a result of the Republican victory in the United States. There is no doubt that the condition of affairs across the line will be reflected here, and it is the general opinion of the trade that the situation has already improved. Wholesalers are placing orders more freely, and, while purchases are not so large as those made last year, they are not of the hand-to-mouth nature. For instance, we heard of one firm that placed an order for

150 tons of bar iron this week. A glance at the metal market will reveal the upward tendency. Horseshoes and horsenails have been in good demand this week, while sorting orders continue for bolts, screws and rivets. Wire nails are moving freely, and cut nails are having a little better inquiry. A few sporting goods are still being sold. Locks and builders' hardware are slow. Stoves are going out in good quantities, and furnacemakers also report a lively trade. Snow shovels and winter goods are beginning to move. A decided improvement is hoped for next week. A discount of $12\frac{1}{2}$ per cent. has been added to the discount on upholsterers' tacks.

BARB WIRE.—There is virtually nothing doing in this article. The base is \$3.20 f.o.b. Montreal in less than carlots. There is nothing in the market to interest buyers.

GALVANIZED WIRE.—This article is slow. We quote as follows: Nos. 4 and 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13,

\$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

SMOOTH WIRE—Annealed wire is in fair demand. The base price is \$2.80 per 100 lb.

FINE STEEL WIRE—There is nothing new to note. The discount is $17\frac{1}{2}$ per cent. off the list.

BRASS AND COPPER WIRE—Trade continues of fair proportions. Discounts are 55 and $2\frac{1}{2}$ per cent. on brass, and 50 and $2\frac{1}{2}$ per cent. on copper.

FENCE STAPLES—The demand continues light. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—Trade in wire nails is still better this week, and the volume of business in this line this month bids fair to far exceed that of November 1899. The price is unchanged at \$2.85 for small lots and \$2.75 for carlots, f.o.b. Montreal, Toronto, Hamilton, London and St. John, N.B.

CUT NAILS—The inquiries are becoming more numerous and the market shows an improvement. We quote \$2.35 for small and \$2.25 for carlots; flour barrel nails,



Attractive in Appearance.

TWO COAL SAVERS.

"Famous" Heater

BURNS COAL OIL.

A Powerful Heater.
Cheap to Operate.
Reasonable in Price.

Every part is made from
sheet metal.
No Castings to Crack.
Light to Move.

One Piece Seamless Copper
Oil Tank—Cannot Leak.

THE MINERS' STRIKE in Pennsylvania has increased the cost of coal.

Your customers cannot afford to waste good cinders, and must have a

McClary Cinder Sieve



SIZE—12 X 15 INCHES.

Handles
and Sieves
packed
separately
for shipping
half-dozen
in a bundle.

The heavy wire bottom is so constructed as to allow all ashes to pass through readily, while the unburnt coal is retained.

The Box Part is made from 1-inch red-stained wood.

Supplied with turned wood handle, $3\frac{1}{2}$ -ft. long.

Increase your sales by having a sample of the above-mentioned articles.

THE McCLARY MFG. CO.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

VANCOUVER.

Common opinion is that common galvanized iron is good enough; but common opinion is poor opinion—on everything.

American Sheet Steel Company, New York.

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—A good trade continues to be done in horse nails. The discount is 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—The volume of business is very encouraging. Horseshoes form, perhaps, the most active line on the market. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—Sorting orders continue to come in for screws, but no large lots are moving. Discounts are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.

BOLTS—All lines of bolts are in good inquiry. Discounts are as follows: Carriage bolts, 65 per cent.; machine bolts, 65 per cent.; coach screws, 75 per cent.; sleigh shoe bolts, 75 per cent.; bolt ends, 65 per cent.; plough bolts, 60 per cent.; square nuts, 4½c. per lb. off list; hexagon nuts, 4¾c. per lb. off list; tire bolts, 67½ per cent.; stove bolts, 67½ per cent.

COTTERPINS—The volume of trade maintains about the same proportions. Some large orders have been placed lately. We quote as follows: 55 per cent. off English list, or, according to American list, all sizes but ¾ in. wire, 80 per cent. off, and ¾ in. wire, 70 per cent. off.

RIVETS—The market is unchanged. The discount on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE—The market is steady at the prices quoted last week. Manila is worth 10¾c. per lb. for 7-16 and larger; sisal is quoted at 7¾c. per lb. for 7-16 and larger. Lathyrn is worth 7¾c. per lb.

SPADES AND SHOVELS—Snow shovels are beginning to go out, but shipments are late this year. Other lines are in fair inquiry, while scoops are in active demand. The discount is 40 and 5 per cent.

TACKS—A discount of 12½ per cent. has been added to upholsterers' tacks, which are now quoted at 85 and 12½ and 12½ per cent. We quote: Carpet tacks, in dozens

RUSSIA IRON

Genuine and Imitation.

CANADA PLATES

Ordinary and All Polished.

SHEET ZINC "V.M." Brand SANDERSON'S CAST STEEL.

In stock at Montreal. Close prices to
wholesale buyers.

A. C. LESLIE & CO.

AGENTS, MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDOUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

PIG TIN
INGOT COPPER
LAKE COPPER
PIG LEAD
SPELTER
ANTIMONY

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL Co.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Our Big Four.

Elastilite Varnish.

Granitine Floor Finish.

Maple Leaf Brand Liquid Coach Enamel.

Maple Leaf Brand Varnish Stain.

Big because no other store lines sell as fast.

Big because of the satisfaction to be obtained by their use.

Big because, being satisfied, your customer comes back for more, which results in your having a big sale for them, a bigger turnover in your business and a bigger balance to your credit in the bank at the end of the year.

Write For Descriptive Catalogue.

Manufactured only by—

The Imperial Varnish & Color Co.
TORONTO, ONT. **LIMITED**

JOHN BOWMAN
HARDWARE & COAL CO.,

....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz.:

CEBRIANA,
 FITZCLARENCE, DALTONHEAD,
 CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—A good trade is doing between jobbers, at prices ranging from \$17 to \$24, as to brand, ex wharf.

CEMENT—An active local demand has been experienced. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10 per bbl.

METALS.

The market shows a continued improvement. We have heard that one concern has offered and paid \$16 a ton for first-class wrought scrap this week. Confidence in the market is growing. Manufacturers have marked up iron pipe a little. Steel billets in the United States have advanced about \$1. Stocks in most lines are low. Galvanized pipe is hardly obtainable, and Canada plate is very scarce. Some dealers have lowered values on terne plate to \$8 35.

PIG IRON—Holders of pig iron are not willing to make any concession just now, and, although prices show no advance, the feeling is better. Canadian pig iron is worth \$20 to \$21, and Summerlee about \$24 to \$25.

BAR IRON—The better feeling continues. Last year the fall demand was much heavier than it has been this year and low prices have ensued as a consequence. Still, stocks are low. It is now expected that the demand will improve and that values will advance accordingly. The prevailing value is \$1.60 per cwt.

BLACK SHEETS—The demand continues

strong. We quote: \$2.95 for 8 to 16 gauge.

GALVANIZED IRON—A good distributing trade continues to be done. We quote as follows: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—No large orders are being placed, but inquiries come in regularly. The ruling price for ingot is 17 1/2 c.

INGOT TIN—The New York and London markets are still weak, but an improvement is looked for next week. The local price is 34c. for Lamb and Flag.

LEAD—There is no change to note. The base is \$4.75.

LEAD PIPE—A good fair inquiry has been met with this week. We quote 7c. for ordinary and 7 1/2 c. for composition waste, with 15 per cent. off.

IRON PIPE—It is a significant fact that the manufacturers have raised prices a little this week. As yet, prices on retail account remain as they were. We quote as follows: Black pipe, 1/4, \$2.80 per 100 ft.; 3/8, \$2.80; 1/2, \$2.80; 3/4, \$3.05; 1-in., \$4.35; 1 1/4, \$5.95; 1 1/2, \$7.10; 2-in., \$9.45. Galvanized, 1/2, \$4.90; 3/4, \$5.40; 1-in., \$7.35; 1 1/4, \$9.75; 1 1/2, \$11.70; 2-in., \$15.75.

TIN PLATES—Trade in this line has been fair, but without any special features. We quote: Coke, \$4.50; charcoal, \$4.75.

CANADA PLATE—We hear that a little scarcity has been experienced in Canada plate this week. We quote: 52's, \$2.90; 60's, \$3; 75's, \$3.10; full polished, \$3.75, and galvanized, \$4.60.

TOOL STEEL—There is nothing new to note. We quote: Black Diamond, 8c.; Jessop's 12c.

STEEL—The market is stronger this week, although quotations are not charged. We quote as follows: Sleighshoe, \$1.85; tire, \$1.95; spring, \$3.10; machinery, \$3.25, and toe calk, \$2.50.

TERNE PLATE—We have heard that some concerns were selling as low as \$8.35, but the ruling figure is \$8.50.

SWEDISH IRON—The market rules the same at \$4.25.

COIL CHAIN—The demand is limited. We quote as follows: No. 6, 11 1/2 c.; No. 5, 10c.; No. 4, 9 1/2 c.; No. 3, 9c.; 1/4-inch, 7 1/2 c. per lb.; 5-16, \$4.60; 5-16 exact, \$5.10; 3/8, \$4.20; 7-16, \$4.00; 1/2, \$3.75; 9-16, \$3.65; 5/8, \$3.35; 3/4, \$3.25; 7/8, \$3.20; 1-in., \$3.15.

SHEET ZINC—There is no change to note. The price is still 6 1/4 to 6 1/2 c.

ANTIMONY—Unchanged at 10 1/2 c.

GLASS.

The tendency is strong, but as yet values are unchanged. The demand has been good this week. It is considered likely that higher prices will rule in a few days. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

The only change in quotations made this week is an advance of 25c. in red lead. This is the winter price. Red lead has

been very scarce on the Montreal market. Trade has been quiet this week on account of the elections. Rainy weather has also checked painting. A leading American manufacturer of mixed paints advanced prices about 15c. a gallon on all grades of paints. This has been forced by the late advance in linseed oil. The general market is strong. We quote:

WHITE LEAD—Best brands, Government standard, \$6.50; No. 1, \$6.12½; No. 2, \$5.75; No. 3, \$5.37½, and No. 4, \$5, all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.50; in kegs, \$5.75.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 82c.; boiled, 85c., five to nine barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 63c.; two to four barrels, 62c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

The feeling is strong in iron. We have heard that good railroad scrap has sold as high as \$16 this week. The amounts coming forward are not large. We quote: Heavy copper and wire, 13 to 13½c. per lb.; light copper, 12c.; heavy brass, 12c.; heavy yellow, 8½ to 9c.; light brass, 6½ to 7c.; lead, 2¾ to 3c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$12 to \$13 per gross ton; No. 1 cast, \$12 to \$13; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4.

PETROLEUM.

Good distributing shipments continue to be made at old figures. We quote: "Silver Star," 15 to 16c.; "Imperial Acme," 16½ to 17½c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

Green hides are 10c. higher. Dry hides have also advanced in New York. Lambskins are 5 to 10c. higher. We quote as follows: Beef hides, No. 1, 9c.; No. 2, 8c.; calfskins, No. 1, 8c.; No. 2, 6c.; lambskins, 80c. each; sheepskins, \$1.05 each.

MONTREAL NOTES.

The Montreal Rolling Mills Co., Limited, have about completed their new pipe-galvanizing sheds, and work will be co-

menced in a couple of weeks. The management consider that they have the most up-to-date galvanizing plant in America, and hope to turn out better galvanized pipe than is put on the market to-day.

ONTARIO MARKETS.

TORONTO, November 9, 1900.

HARDWARE.

BUSINESS shows a falling off during the week. This is largely due, no doubt, to the excitement caused by the elections and the continuance of moderate weather up till Thursday, though this falling off is usual at this season of the year. Hardware merchants, as a rule, are well stocked with seasonable goods, and as the trade has not well opened up sorting orders are not heavy. What is now desired is snow or good cold weather which would cause a good demand for furnaces, stoves and stove utensils, such as coal hods, fire shovels, etc., and an increase in the number

of sorting orders for skates, sleigh bells, etc. As regards prices, the market is entirely featureless.

BARB WIRE—There is practically nothing doing in barb wire. We quote \$3 from stock, and \$2.85 f.o.b. Cleveland, for carlots, and \$2.95 in less than carlots.

GALVANIZED WIRE—There is little doing. Prices are as before. From stock, Toronto, we quote as follows: No. 5, \$4.42½; Nos. 6, 7 and 8 gauge, \$3.75; No. 9, \$2.90; No. 10, \$3.90; No. 11, \$4.95; No. 12, \$3.15; No. 13, \$3.25; No. 14, \$4.30; No. 15, \$4.90; No. 16, \$5.05. The f.o.b. price Cleveland for Nos. 6 to 9 base is \$2.70 in less than carloads, and \$2.60 for carloads. Terms are 60 days or 2 per cent. 10 days.

SMOOTH STEEL WIRE—The demand is not as good as it was last week, but yet there is a fair trade doing. Prices are unchanged. The base price is \$2.80 per 100 lb.

WIRE NAILS—There is a fair trade doing. The base price is unchanged at \$2.85 per

Metallic Skylights.

Made with hollow bars of Galvanized Steel or Copper—light in weight, strong, and not deranged by cold or heat,

as there is no contraction or expansion.

When glazed with our fire-proof wired glass, they offer absolute protection from fire.

All sizes and styles are made, for flat or pitched

roofs, with and without ventilators—every possible variety.

Fullest information in our new catalogue, with explanation of method of ordering.

METALLIC ROOFING CO., Limited.

Wholesale Manufacturers, TORONTO, CANADA.



keg in less than carlots and \$2.75 in carlots.

CUT NAILS—Trade is quiet. The base price is unchanged at \$3 35 per keg.

HORSE SHOES—There is a good trade doing. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

HORSE NAILS—Trade is fairly good in horse nails. Discount, 50 per cent. on standard oval head and 50 and 10 per cent. on Acadia.

SCREWS—There is an active demand. Prices are steady. We quote wood screws as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—There is a good, steady trade. Prices are unaltered. We quote as follows: Carriage bolts (Norway), full square, 70 per cent.; carriage bolts, full square, 70 per cent.; common carriage bolts, all sizes, 65 per cent.; machine bolts, all sizes, 65 per cent.; coach screws, 75 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 65 per cent.; bolt ends, 65 per cent.; nuts, square, 4½ c. off; nuts, hexagon, 4¾ c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

RIVETS AND BURRS—There is a good trade doing. Discount, 60 and 10 per cent. on iron rivets; iron burrs, 55 per cent.; copper rivets and burrs, 35 and 5 per cent.

ROPE—There is a small trade doing, but buyers are only taking what they need, on account of the recent declines. A firmer feeling is now prevailing, however. The base price of sisal is now 7½ c., and for manila 10½ c. per lb. Cotton rope is unchanged as follows: 3-16 in. and larger, 16½ c.; 5-32 in., 21½ c., and ¾ in., 22½ c. per lb.

BUILDING PAPER—The demand continues equal to the supply.

SPADES, SHOVELS AND SCOOPS—There is a fair business in some lines. The discount is unchanged at 40 and 5 per cent.

SPORTING GOODS—There is little doing in anything, except loaded shells, which are moving fairly well.

CUTLERY—Trade has kept good all season so that retailers are well stocked, yet there is a fairly large number of sorting orders coming in.

CEMENT—Trade is falling off. Prices are unchanged. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian,

\$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The trade has been, generally speaking, so unsettled during the week by the holiday in Toronto on Monday and by the elections that the volume of trade has been considerably less than the ordinary. The result of the elections in Canada is not expected to influence trade materially, but it is anticipated that the reelection of President McKinley in the United States will have a tendency to stiffen prices in many lines there, which will naturally affect the market here later.

PIG IRON—The local market has not manifested much activity, but a firm feeling is manifested in sympathy with the strong tone in the United States.

BAR IRON—A good trade is doing. Prices are stiff, but there is no change. We quote \$1 60 to \$1 65.

HOOP STEEL—Business has not been as good as last week, but prices are steadier at \$3.10.

PIG TIN—There is a fair trade doing. The outside markets continue to strengthen and a firm feeling is noted locally. Our quotations are still 34 to 35c., however.

TIN PLATES—A moderate demand has been noted. Prices are steady.

TERNE PLATES—The market is quiet and featureless. No change is noted in prices. 1 C are quoted at \$8.75 and 1 X at \$10.75.

TINNED SHEETS—A large number of small orders have been received. Prices are steady. We quote 28 gauge at 9 to 9½ c. per lb.

BLACK SHEETS—Trade is not as good as it was last week. Prices are steady, with \$3.40 per 100 lb. still the base quotation.

GALVANIZED SHEETS—Trade has shown considerable improvement. Prices are unchanged. We quote English sheets at \$4.85 and American at \$4.50.

CANADA PLATES—The colder weather has given an impetus to buying in this line and a good trade is being done. Prices are steady. We quote all dull, \$3.15; half and half, \$3.25; and all bright, \$3.85 to \$4.

IRON PIPE—There is a fair movement. Prices have been reduced throughout. Black pipe is now quoted as follows: ¼ and ⅜ in., \$3; ½ in., \$3.05; ¾ in., \$3.20; 1 in., \$4.60; 1¼ in., \$6.35; 1½ in., \$7.55; 2 in., \$10.50. Galvanized pipe is as follows: ½ in., \$4.65; ¾ in., \$5.35; 1 in., \$7.25; 1¼ in., \$9.75; 1½ in., \$11.25; 2 in., \$15.

LEAD PIPE—Trade is fair. We quote 7c. per lb. with discount 15 per cent., f.o.b. Toronto.

PIG LEAD—There is still a good move-

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

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BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities. Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts. Power Sheep Shearing Machines.

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On sale all round the globe.

ment. Prices are firm as the outside markets continue to strengthen. We quote 5 to 5¼ c. per lb.

SOLDER—Trade has slackened off again. A decline of 1c. is noted. We quote half-and-half, 20 to 21c.; refined, 19 to 20c.; wiping, 19 to 29¼c.

COPPER—Trade in sheet copper continues good, prices, both locally and outside, are firm. We quote ingot at 19 to 20c.; bolt or bar at 23½ to 25c.; and sheet at 23 to 23½c.

BRASS—The discount has been altered on rod and sheet brass to 15 per cent. off. The former discount was 10 per cent. This change has been made to meet American competition.

ZINC SPelter—There is a small movement. Prices are firm at 6 to 6½c.

ZINC SHEET—A fair trade has been done. We quote: Cask lots, 6¾ to 7c., and part casks, 7 to 7½c. per lb.

ANTIMONY—A moderate business is doing. We quote 11 to 11½c. per lb.

PAINTS AND OILS.

The volume of business transacted this week has been light, owing, no doubt, to the mild weather and the elections. A good feeling prevails, however, and a better movement is looked for. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.62½; No. 1, \$6.25; No. 2, \$5.87½; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to 7½c.

ORANGE MINERAL—Genuine, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PURTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to 10¼c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 84c.; boiled, 87c.; 5 to 9 barrels, raw, 83c.; boiled, 86c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 63c.; two to four barrels, 62c., to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon

84,000 Daily Production.
5 Factories. 5 Brands.

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Banner Cold Blast Lanterns
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PORT HOPE, ONT.

Manufacturers of High-Grade

GLOBE BRAND, WARRANTED

FOR ALL PURPOSES.

FILES and RASPS

Sold by all prominent Hardware Merchants from the Atlantic to the Pacific.
Prices always right.

A FULL STOCK CARRIED IN MONTREAL.

WALTER GROSE, Selling Agent.



packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

The advance made two weeks ago was not respected by some houses, so the old price has been returned to. We now quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4.10; double diamond under 26 united inches, \$5.75. Toronto, Hamilton and London; terms 4 months or 3 per cent. 30 days.

OLD MATERIAL

The demand is improving, with deliveries keeping good. New light scrap copper is $\frac{1}{4}$ c. lower. Heavy yellow brass, coil wire and lead are $\frac{1}{4}$ to $\frac{1}{2}$ c. higher. We now quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, $10\frac{1}{2}$ c.; heavy copper, 13c.; coil wire scrap, $13\frac{1}{2}$ c.; light scrap brass, 7c.; heavy yellow scrap brass, 10 to $10\frac{1}{2}$ c.; heavy red scrap brass, $10\frac{1}{2}$ c.; scrap lead, 3c.; zinc, $2\frac{1}{2}$ c.; scrap rubber, $6\frac{1}{4}$ c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

PETROLEUM.

There is a fair movement. In the quotations below the lower prices are for outside buyers and the higher for city delivery. We quote : Pratt's Astral, 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels ; Photogene, 16 to 16½c.; Sarnia water white, 16½ to 17c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

MARKET NOTES.

Solder is 1c. cheaper.

The pane-glass list has been reduced to the figures ruling before the recent advance.

The discount on rod and sheet brass has been raised to 15 per cent. It formerly was 10 per cent.

WASTE IN BUSINESS.

A SUCCESSFUL manufacturing plant is always characterized by economy in management. This economy, remarks Stoves and Hardware Reporter, is not of the skimping kind, which saves money in material and labor at the cost of the product, but one that utilizes every single particle of material and as much of the waste as possible. In making pig iron, the slag was formerly discarded as useless ; it is now employed for a variety of purposes and the profits on its sale reduce the cost of manufacturing the main product. In petroleum refining, nothing goes to waste. By-products and the residuum from distillation are all put to some profitable use through a process of exact and carefully calculated saving.

The larger and more successful mercantile establishments adopt a similar and rigorous system of economy. Every penny

must be accounted for, and forced balances are not allowed. If a leak is found, it is stopped at once, and means are taken to prevent a recurrence. Each head of a department is held responsible for his management and the action of his subordinates, so that waste may be prevented and a profit assured. The system goes so far, in some cases, that postage stamps, stationery and waste paper are made a part of the assets, and are accounted for on the books as any other article of merchandise. This may seem like a cheese-paring policy in a house which handles millions of dollars' worth of goods each year ; yet, if it had not been for this strict system of saving—which is not meanness, but only ordinary prudence—that same house would most probably not be in its present position.

POWER WITH PULLEYS.

With a given tension of belt, nearly three times as much power can be transmitted by a leather-covered pulley as with a smooth iron surface, according to an exchange. It is comparatively easy to cement leather to the face of a pulley so that it will stay for an indefinite length of time—in fact, until the latter is worn out or it is forcibly torn from the pulley. It is as easy to make such a cement joint as it would be if cementing to wood or other pourous substances. Any good glue can be used, if suitably prepared and carefully spread on the iron surface. For such purposes a given amount of glue should be covered with an equal weight of water, and the whole let stand for 24 hours until water is completely absorbed by the glue. The mass should then be heated in a water bath until the glue is melted. This makes a concentrated glue solution. This is to be spread on the surface of the pulley after the leather has been suitably prepared. A strong solution of tannic acid should be used for moistening the leather before it is applied to the glued surface. The solution should be applied warm. The surface of the pulley should be roughened by cross-filing, or the use of acid before the glue is applied, and the glue should be warm when the application is made. The leather used for covering pulleys may be pieces of old belting or split leather. The size of the pulley can be increased considerably by the use of the leather covering.

A SAD BEREAVEMENT.

The many friends of Mr. J. G. Lewis, of Lewis Bros., Montreal, will regret to learn that his wife died last Friday. Mr. Lewis has the deep sympathy of his confreres in his irreparable loss. They had been husband and wife only 11 months.

MANITOBA MARKETS.

WINNIPEG, November 3, 1900.

HARDWARE.

THIS market is slow and without change of any kind since last writing. A fairly good sorting trade is being done in goods suitable to the Christmas trade. Implement men report stocks well cleared up. It is understood that this is due to the very liberal terms made to farmers rather than carry the goods over.

Price list for the week is as follows :

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire.	10 3 95
“	11 4 00
“	12 4 05
“	13 4 20
“	14 4 35
“	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
“ 16 and 20	3 80
“ 10	3 80
“ 8	3 90
“ 6	4 05
“ 4	4 15
“ 3	4 40
Cut nails, 30 to 60 dy.	3 30
“ 20 to 40	3 35
“ 10 to 16	3 40
“ 8	3 45
“ 6	3 60
“ 4	3 70
“ 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No 1.	4 90
“ No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1	5 15
“ No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
“ No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4.50 basis.	
Sleigh shoe steel	3 00
Spring steel.	3 25
Machinery steel.	3 75
Tool steel, Black Diamond, 100 lb	8 50
“ Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.,	3 50
“ 20 to 26 gauge.	3 75
“ 28 gauge.	4 00
“ Galvanized American, 16 gauge.	4 25
“ 18 to 22 gauge	4 50
“ 24 gauge.	4 75
“ 26 gauge.	5 00
“ 28 gauge.	5 25
Genuine Russian, lb.	12
Imitation “	8
“ Tinned, 24 gauge, 100 lb.	7 55
“ 26 gauge	8 80
“ 28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
“ IX	12 75
“ IXX	14 75
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	3 90
Sheet zinc, cask lots, 100 lb.	7 50
“ Broken lots.	8 00
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
“ Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	9 25
“ ¾	9 35
“ ¾ and 5-16	10 25
Manila, 7-16 and larger	14 00
“ ¾	15 00
“ ¾ and 5-16	15 50
Solder	22
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
“ double bitts.	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
“ Round	70 p.c.
“ Flat “ brass.	70 p.c.
“ Round “	60 and 5 p.c.
“ Coach	57½ p.c.
Bolts, carriage	42½ p.c.
“ Machine.	45 p.c.
“ Tire.	55 p.c.
“ Sleigh shoe.	65 p.c.
“ Plough	40 p.c.

Rivets, iron.....	37 1/4 p.c.
Copper.....	33 1/4 p.c.
Spades and shovels.....	40 p.c.
Harvest tools.....	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz..	\$2 50
No. 1.....	1 50
No. 2.....	1 25
Octagon extra.....	1 75
No. 1.....	1 25
Files common.....	70, and 10 p.c.
Diamond.....	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.....	30 p.c.
" military.....	15 p.c.
American R.F.....	30 p.c.
C.F. pistol.....	5 p.c.
C.F. military.....	5 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge.....	16 50
chilled, 12 gauge.....	18 00
soft, 10 gauge.....	21 00
chilled, 10 gauge.....	23 00
American, M.....	16 25
Shot, Ordinary, per 100 lb.....	7 25
Chilled.....	7 50
Powder, F.F., keg.....	4 75
F.F.G.....	5 00
Tinware, pressed, retinned.....	75 and 2 1/2 p.c.
plain.....	70 and 15 p.c.
Graniteware, according to quality.....	50 p.c.

PETROLEUM.

Water white American.....	24 1/2 c.
Prime white American.....	23 c.
Water white Canadian.....	21 c.
Prime white Canadian.....	19 c.

PAINTS, OILS AND GLASS

Turpentine, pure, in barrels.....	\$ 70
Less than barrel lots.....	75
Linseed oil, raw.....	87
Boiled.....	90
Oils, clear machine oil.....	26 1/2
Black oil.....	25 to 30
Cylinder oil (according to grade).....	49 to 74
Harness oil.....	61
Neatsfoot oil.....	\$ 1 00
Steam refined oil.....	85
Sperm oil.....	2 00
Castor oil.....	11
Glass, single glass, first break, 16 to 25	
united inches.....	2 50
26 to 40.....	2 75
41 to 50.....	6 00
51 to 60.....	6 50
61 to 70.....	7 00
Putty, in bladders, barrel lots.....	per lb. 2 1/2
kegs.....	2 3/4
White lead, pure.....	per cwt. 7 25
No 1.....	7 00
Prepared paints, pure liquid colors, ac-	
cording to shade and color.....	per gal. \$1.30 to \$1.90

CANCELLATION OF ORDERS.

Unbusinesslike practices do not enable anyone to establish a credit which might otherwise belong to him, says The Stoves and Hardware Reporter. A man may be strictly honest in intention and yet violate the commercial code and injure himself in so doing. Cancellation of orders, delays in paying bills and failures to make correct answers to questions when asking for credit are among the most important practices to which reference is made. A buyer may be impressed at times with the idea that the house with which he deals is better able to stand a loss than is the buyer himself. That may be true enough, but if it is his loss it does not belong to the creditor and the latter should not be asked even to share it. The cancellation of orders may and often does entail a direct loss upon the selling house, and yet this loss belongs to the purchaser as a matter of right and he should not ask anyone else to shoulder it.

INQUIRIES ABOUT CANADIAN PRODUCTS.

THE following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London:

1. An importer of considerable quantities of maple manufactured into floor boards and blocks, asks for the names of Canadian shippers of these goods.

2. Canadian firms desiring to be represented in South Africa can be furnished with the name of an agent who is leaving London shortly to engage in business in that colony.

[The names of the firms making the above inquiries will be supplied on application to the editor of **HARDWARE AND METAL**. When inquiring kindly give date of issue and number of paragraph.]

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries:

1. A manufacturer of "featherweight" aluminum utensils, hollow-ware, steel trunks, etc., is open to appoint responsible Canadian agents.

2. A firm of merchants ask for names of Cana-

dian makers who can furnish supplies of suitable maple and beech dowels.

3. A soap manufacturing company desires names of Canadian producers of soapstone.

4. A Liverpool house would like to hear from Canadian manufacturers of maple flooring blocks.

THE CHRONIC GRUMBLER.

Make way for the grumbler—the man who says he is making no money, and says it with a whine, says The Spokesman.

When, pray tell, was there greater opportunity for making money than now? If a man in business does not make money, it is because he does not know how to conduct a legitimate business, and he should get out of it.

This same man is probably selling goods cheaper than his neighbor. This is the scheme the grumbler adopts for getting ahead. It is a bright idea. Others have tried the plan and "gone bump" before it occurred to him. Of course, he doesn't take a trade paper. Nothing in it, and the dollars that it costs are thrown away.

Have you a grumbler in your town? We pity him, because he crawls so much he doesn't know when the sun shines.

OUR TO SEE IN

Bolts, Nuts, Screws and Rivets Wire

BEAR THIS "TRADE MARK."

CHALCRAFT SCREW CO., Limited

BRANTFORD, CAN.



"BRASSITE"



REGISTERED TRADE MARK.

None genuine without the above "Trade Mark."

"Gunn's"
Patent
"Brassite"
Goods.

Equal to Solid Brass in every particular. Cost less money, look and wear as well. Our sales are increasing all the time. Why not increase yours?

THE GUNN CASTOR CO.
Limited.

KNOX HENRY, Canadian Agent, 220 1/2 Board of Trade,

MONTREAL.

HEATING AND PLUMBING

HEATING BY EXHAUST STEAM.

THE following question was put to The Plumbers' Trade Journal last week: "What is the best way to handle condensed steam to heat by exhaust steam two floors 30 feet by 60-feet in a frame building with pipe coils, and with an engine which runs 45 to 50-lb. pressure? The building is nearly all glass; has no plaster; is weather-boarded and lined with boards."

The answer given was: "For a building such as you describe you may allow one square foot of radiating surface to about 40 cubic feet of space. This, in your case would mean about $30 \times 60 \times 24 = 43,200$ cubic feet, or, $43,000/40 = 1,080$ square feet of radiation.

"If either coal or water costs much money we would advise you to install the job about as follows: Pipe your building with $1\frac{1}{2}$ -inch coils in such a way that the exhaust steam will have an easy flow toward the extreme ends of the heating system. Manifold coils are preferable. Connect the return pipes to an iron receiver with a glass gauge. Let your pump draw water from this and discharge it back to the boiler. You can connect street pressure cold water pipe to this receiver and when a fresh supply is needed to feed the boiler, it will flow into the receiver first which will act as a feed water heater to a certain extent.

"Run the engine exhaust to a large and thoroughly-effective grease separator, which will intercept the oil, etc., and prevent them from getting into the heating system. Then continue the exhaust to the steam-heating main. On this pipe place a back-pressure valve, and from it continue a relief pipe through the roof; to the steam-heating main connect a live-steam branch taken from the boiler. This pipe must have a reliable pressure-reducing valve attached to it and adjusted so that live steam will automatically flow into the steam main if the exhaust should not be sufficient to supply the demand for steam.

"If you want to waste the water, let all the condensation discharge through a steam trap."

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to John Northway & Son, for a four-storey brick and steel warehouse at 91 and 93 Wellington street, to cost \$40,000; to W. G. Reburn, for a two-storey and attic residence on Dowling avenue, opposite

Leopold street; to D. R. Heakes, for a two storey residence at No. 2 Badgerow avenue, to cost \$1,100; to H. McCarter, for a residence on Brooklyn avenue, near Dagmar street, to cost \$2,000.

The following building permits have been issued in Ottawa: Mrs. Violetta Kerr, brick-veneered house on Eccles street, \$1,600; Thomas Lawson, stone addition to machine shop and foundry, Wellington street, \$1,000; Geo. Banister, double brick-veneered dwelling, Wellington street, \$1,200; Alfred Provost, brick-veneered dwelling, Primrose avenue, \$1,000.

NEW FIRM IN MONTREAL.

The Ballantyne & Co., plumbing and steam-heating contractors, registered in Montreal last week. James Ballantyne has been conducting a large plumbing business in Montreal for many years. The firm now includes R. F. Ogilvy, well-known as a son of James A. Ogilvy, and through his past business associations in Montreal. Mr. Ballantyne is to be congratulated on making this connection, as in Mr. Ogilvy he will have an industrious and able associate. Both are yet young men and widely connected, and with that careful attention to business that has characterized each in the past, will undoubtedly succeed in increasing an already large business. At present Ballantyne & Co. have under contract work on the store dwellings of Mr. G. W. Stephens, the power-house of the Shawenigan Water and Power Co., at Shawenigan Falls, and on the house of Mr. J. B. Allan, at Ste. Anne's. In the past Mr. Ballantyne has executed such contracts as the plumbing and heating of the addition to the Chateau Frontenac, at Quebec; the Tooke Bro.'s factory, St. Henri, and the house of the Hon. L. J. Forget, Montreal. The many friends of Messrs. Ballantyne and Ogilvy will wish them every success in their business.

TORONTO PLUMBERS BUSY.

The fall of 1900 is proving a brisker building season than was the case last year. During October, permits for building to the value of \$165,614 were issued this year, against \$99,350 last year. A great deal of repair work has added to the demands on the plumbers' time, so that nearly every house in the city has been kept busy to the limit. November is starting out well, too. The permits for the first seven days amounted to about \$45,000.

SOME BUILDING NOTES.

A new factory is being built in Crampton, Ont.

A new Baptist church is being erected in Strathavon, Ont.

A new school house is being built at Sturgeon Falls, Ont.

J. R. Sandon is erecting a 30 x 30 ft. two-storey building at Sandon, B.C.

J. B. Deziel is building a new hotel in Wakefield, Ont., to cost \$4,000.

The J. B. Armstrong Manufacturing Co., Guelph, Ont., intend enlarging their factory.

A new post office and Customs house is being erected at Digby, N.S. It will be modern in every way.

F. S. Hurlbut, who is erecting a new town hall in Gravenhurst, Ont., expects to have it finished by the end of this month.

PRESERVE YOUR CATALOGUES.

The amount of money that is wasted each year in catalogue literature is something enormous, says an exchange. There is not one dealer in a hundred that takes any systematic care of the catalogues which are thrown at him. Many of them he discards altogether. Many others he piles up on a shelf, or dumps into a drawer, and when he has need to look up any special thing he can never find it. This condition has existed for years, and to this indifference of catalogue literature the trade journal has evolved as a necessity; for, in the trade journal, one has a compilation of all sorts of catalogue literature, and the trade journal is never mislaid, never lost.

The majority of buyers turn to the trade paper and examine it closely for anything that is needed by them, and it is only after they have exhausted its contents that they prowl through their collection of catalogues.

But we believe in catalogues, nevertheless, and as trade journal publishers our suggestion to save your catalogues will come with force as an unselfish utterance.

The change in the size of the bathtub is one of the recent phenomena of New York's growth, says The Architect and Builder. This valuable and cherished adjunct to civilization dwindles daily in size, and as the demand for a bathtub grows daily more imperative in New York, there seems a probability that it will some day reach the proportions suited to a hall bedroom.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATION WANTED.

TRAVELLER desires engagement January 1st. Would prefer to represent a manufacturer. Thirteen years' experience calling upon wholesale hardware over the Dominion. Address, in first instance, Box No. 21, HARDWARE AND METAL, Toronto. (45)

CANADIAN ADVERTISING is best done by **THE E. DESBARATS ADVERTISING AGENCY** MONTREAL.



Manufacturers of

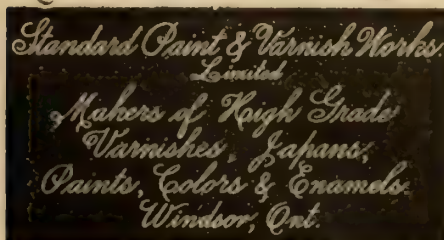
Heating Supplies

Pipe Fittings and Headers.
Large Manifolds made to Order.
Steam Traps and Appliances, etc.

The ...

**Jas. Morrison Brass
Mfg. Co., Limited**

TORONTO.



Portland Cements

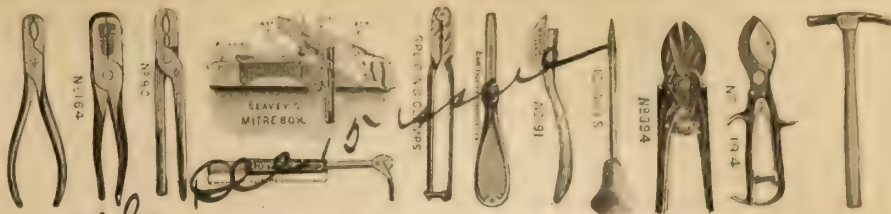
BEST BRANDS.

Fire Bricks,
Fire Clay,
Drain Pipes,
Calcined Plaster,

and a full stock of
Builders' and Contractors' Supplies.

WRITE FOR QUOTATIONS.

W. McNally & Co.
MONTREAL.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.

Also Razors, Stropps, Glass Cutters, Etc.

Write for new Catalogue.

Hardwood CHARCOAL in Bulk or Sacks. WOOD ALCOHOL equalling Methylated Spirits as a solvent

Manufactured only by..

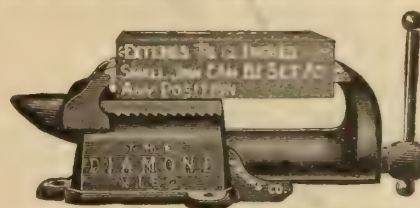
THE STANDARD CHEMICAL CO., Limited

Factories: Fenelon Falls,
Deseronto.

Gooderham Building, TORONTO

DIAMOND VISE AND DRILLING ATTACHMENT

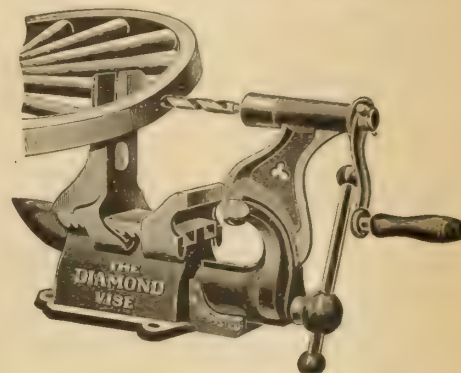
U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.



JAWS are faced with steel $\frac{1}{4}$ inch wide, 4 inches long,
firmly fastened to jaw, checked and hardened.
VISE weighs 38 pounds. DRILL weighs 13 pounds.
For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.
Made by A. R. Woodyatt & Co., Guelph, Ont.



LEADER CHURN

New Century Improvements.

FOUR DIFFERENT STYLES:

- A—Steel Frame with double reversible Steel Lever.
- B—Wood Frame with double reversible Steel Lever.
- C—Steel Frame with Crank.
- D—Wood Frame with Crank.

Styles A and B may be operated from a sitting
or standing position.

Steel Frames and Hoops beautifully ALUMINIZED.

ALL LEADER CHURNS are equipped with BICYCLE BALL
BEARINGS and PATENTED CREAM BREAKERS.
Stands are so constructed that they are particularly strong
and rigid, and there is nothing to interfere with the
placing of pail in the most convenient position for drain-
ing off buttermilk.

It Pays to Have the Best. None are Better Than the Leader.

THE

Dowswell Manufacturing Co.

Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son, Montreal, Que.



TRADE



MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

WHY THEY VOTED FOR McKINLEY.

EVIDENTLY the Nicholson File Co., Providence, R.I., have been staunch supporters of McKinley in the Presidential election which took place on Tuesday in the United States. In describing the "Sound Money" demonstration which took place in Providence on Saturday last, The Journal, of that city says:

"The Nicholson File Co. had a very prominent and novel representation in line. A heavy low-gear headed their procession, on which was shown from a high standard four immense files, varying in size from four feet in length (the size of the top one), to 10 feet in length (the size of the lowest one). Upon these were placed the figures '1896,' '1897,' '1898' and '1899' respectively, while a sign underneath stated that they represented the growth of their business under McKinley's term, and that the business would grow 50 per cent. in the next four years if he were reelected.

"A wagon followed on which was placed a huge tin dinner pail, some 10 feet in height and four feet in diameter, surmounted by an eagle with outspread wings. Underneath this was the legend 'A Republican Dinner Pail. We want to carry it four years more.' This was one of the most novel attractions in the entire parade.

"Following the wagons marched a body of 650 men, headed by two lines of 30 men each, on each side of the street, bearing a banner 100 feet long and about three feet wide. On one of these was printed, 'We have had McKinley's prosperity for four years and like it. We want it for four years more.' Followed by a jingle which read:

Our work is sure, our pay is good; we want to take no chances,
So what's the use of risking all with Bryan's foolish fancies.

"The jingle on the companion banner ran:

We want a country safe and strong. We want good work for all day long.
We want sound money for our pay, so give us McKinley—take Bryan away.

"The banners were lighted by a line of torch-bearers on the side, making a very striking and unique display.

"More teams of the company followed the men."

CREDITORS WANT THEIR MONEY.

Malcolm Gray, hardware and furniture dealer, Orangeville, Ont., who recently sold out his business and disposed of his property there with the avowed intention of going to Dawson City, was arrested in King street on Tuesday afternoon by Detective Davis, charged with defrauding Thomas Roberts, a Toronto mattress manufacturer, out of \$70 worth of goods. The accused appeared in

the police court on Wednesday morning, and was remanded for a day.

He was the head of the firm of Gray & Co., which did an extensive business in Orangeville for several years. When the sale was made the creditors began to clamor for their money, the claims against the firm aggregating, it is said, \$5,000. Gray came to Toronto from Orangeville on Monday to see the patriotic parade. Gray has been in business in Orangeville for years, is well connected, and is understood to be a wealthy man.

A NEW INDUSTRY FOR HAMILTON.

The Ontario Lantern Co. have completed arrangements with The Shelby Electric Co. of America, to manufacture their line of "Shelby" brand electric lamps, which have justly won such a reputation in the United States for brilliancy and economy. They are preparing the third lot of their new factory for this line, and expect to be in a position to supply "Shelby" lamps, of the different voltage and candle power, early in January. They have



procured the services of a thoroughly practical man, and will also have the benefit of the many years' experience of the American company. Their aim will be to supply high-grade lamps, for which there is a universal demand, at a reasonable price, and, as they have the best-equipped factory in the Dominion for all classes of sheet metal and brass work, they intend manufacturing lamp sockets, switches, cut-outs, etc.

Walter Grose, of Montreal, who is largely interested in this company, is sole selling agent, and he will be pleased to communicate with parties handling this class of goods.

COLLAPSE OF WIRE SCREEN COMBINE.

Despatches from Detroit state that the Continental Company, Limited, commonly known as the National Door and Window Screen Trust, formed about a year ago, has been disrupted.

The company was a combination of 95 per cent. of the factories in the United States. The dissolution is said to be the result of growing outside competition on the part of new independent firms which have started up since the amalgamation.

The principal firms in the combine were the Wabash Screen Door Company, Rhine-

lander, Wis.; the A. E. Phillips Company, of Fenton, Mich.; the Cortland Door and Window Screen Company, Cortland, N.Y.; the McLaren & Sprague Company, of Toledo; the American Screen Company, of Adrian, Mich.; the Porter Screen Manufacturing Company, of Burlington, Vt., and the Owosso Manufacturing Company, of Owosso, Mich. The officers were E. E. Kemp, of Rhinelander, Wis., Chairman of the Board of Directors; W. E. Phillips, Fenton, Mich., Treasurer, and A. M. Bentley, Owosso, Mich., Secretary. Don M. Dickenson was counsel. The combine did a business during the first year of \$1,500,000 in the United States and Canada.

HIGH PRICES OF PAINT MATERIALS.

A prominent lead and color firm in Chicago has issued the following circular, which serves to indicate how the market is looking in the country to the south of us:

"The present high cost and unsettled condition of linseed oil, as well as other important raw materials entering into the composition of our goods, compels us to withdraw all prices on our manufactured products.

"We will be glad to have your orders for such goods as you may need in our line, and will invoice same at lowest prices consistent with the cost of the goods.

"We regret that this action will be necessary, and as soon as there is some stability in market costs of raw materials we shall issue new prices."

United States capitalists have bought out N. Evans & Sons, ship-repairers and boiler-makers, Dartmouth, N.S., and will build large dry docks and shipbuilding works. It is said that \$1,000,000 will be spent on improving the plant.



SEALED TENDERS addressed to the undersigned and endorsed "Tenders for Leamington Wharf," will be received at this office until Friday, 16th day of November, 1900, for the construction of a wharf at Leamington, County of Essex, Ontario, according to a plan and specification to be seen at the office of H. A. Gray, Engineer in charge of Harbour Works, Ontario, Confederation Life Building, Toronto, on application to W. C. Coulson, Town Clerk, Leamington, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Honourable the Minister of Public Works, for three thousand dollars (\$3,000.00), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,
JOS. R. ROY,
Acting Secretary.

Department of Public Works,
Ottawa, October 25th, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (45)

HENRY ROGERS, SONS & CO.,

SHEFFIELD, ENGLAND

Manufacturers of the celebrated



HRS & CO

UNION JACK CUTLERY

We make a specialty of

PLATED WARE,
FRUIT KNIVES, ETC.Our Canadian Representative carries a full line
of samples.

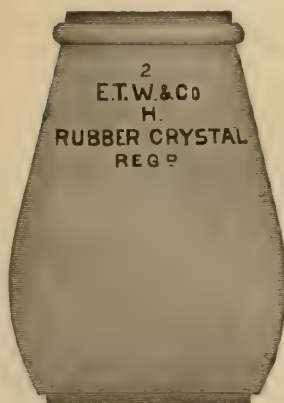
Canadian Office:

6 St. Sacramento St., MONTREAL.

F. A. YORK, Manager.

LANTERN GLOBES

COLD BLAST.



Best Quality.

Fit Any Lantern.

1, 3 AND 6 DOZ. IN A CASE.

E. T. WRIGHT & CO.
HAMILTON, ONT.

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

Berger's Pipe Hooks.

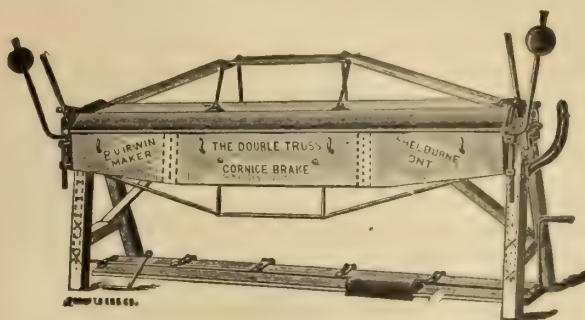
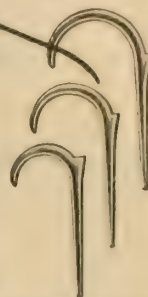
CORRUGATED OR ROUND
WOOD OR BRICK
TINNED OR BLACK

All sizes in stock.

Send for Catalogue of Tinner's and Roofers' Supplies.

BERGER BROS. CO.

231 and 237 Arch Street, - PHILADELPHIA

This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

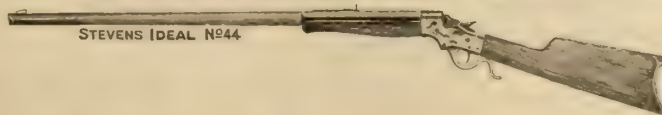
The Double Truss Cornice
Brake Co. SHELBURNE, ONT.

The Latest and Best.

H. & R. Automatic Ejecting Single Gun.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.Model
1900.Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.
Descriptive Catalogue on request.

STEVENS IDEAL, NO. 44



STEVENS IDEAL No 44

This is as reliable and
accurate a rifle as can be
constructed. Placed at a
moderate price to meet the
demand for such a rifle. It
is recommended without
qualification and fully guar-

anteed. Made in the following styles:

.22 Long-Rifle R. F., 25 Stevens R. F., and .32 Long R. F. Standard length of barrel for rim-fire
cartridges, 24 inches. Weight 7½ pounds..25-20 Stevens C. F., .32-40 C. F., .38-55 C. F., and .44-40 (.44 W. C. F) Standard length of barrel
for center-fire cartridges, 26 inches. Weight, 7½ pounds.Half-octagon barrel, oiled walnut stock and fore-arm, rifle butt, case-hardened receiver, sporting rear
and Rocky Mountain front sight.

Price, with standard length of barrel, \$13.00.

Can be obtained of any of the leading jobbers in Canada at liberal discount from this price.

Send for complete catalogue of our full line of Rifles, Pistols and Machinists' Tools.

J. Stevens Arms & Tool Co., P. O. Box 217, Chicopee Falls, Mass., U.S.A.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT
TWINE MILLS.1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

TRADE IN MANITOBA AND THE NORTH-WEST.

(Conculsion of our Special Correspondent's Investigations.)

MOOSEJAW.

AFTER leaving Regina the next stop was at Moosejaw, a divisional point on the C. P. R., and the terminus of the Soo road.

The town is very prettily situated in a shallow valley, through which flows Moosejaw Creek, a considerable stream, which has been dammed to form a lake for the town. As far as

NATURAL ADVANTAGES

are concerned, it would be infinitely more suitable for the capital than the site of the present capital, Regina. Moosejaw is in many respects a railway town, but as it is surrounded by a fine farming country it will no doubt in time assume the proportions of a small city. The Canadian Pacific Railway has done much to beautify it by the erection of

A HANDSOME STATION,

dining hall and hotel, of red brick, and the laying out of most beautiful gardens and a small park along the banks of the stream. On the 15th of October the pansy beds in these gardens were a mass of bloom.

RED BRICK BUILDINGS.

A great many of the buildings in the town, both business houses and private residences, are of red brick, and the effect against the wide sweep of cultivated prairie on one side, and the trees and lake on the other, is very good.

Owing to the laying off of the Imperial Limited a day earlier than was anticipated, your correspondent was obliged to leave Moosejaw at 5.30 Sunday evening, and in this way had no opportunity of calling on the trade generally, but from a few inquiries made Saturday evening it appeared that business was in

A FAIRLY PROSPEROUS CONDITION,

and crops were turning out very well indeed. Near Moosejaw is Buffalo Lake, the celebrated shooting ground for wild geese, and here, the very day after your correspondent left, Mr. Simington, one of the business men of the town, met with a fatal accident.

EDMONTON DISTRICT.

At Moosejaw your correspondent met with several grain men returning from inspection trips in the Edmonton country. They had gone up to Edmonton on the 2nd of October, and on the 3rd and 4th it had snowed all day, until the magnificent crops

of the district lay in stook under fully seven inches of wet snow. Everyone concluded it was all up with the crops. When these men returned on the 13th, all along the line from Edmonton the threshing machines were in full hum, and the wheat was yielding 40, 45, 50, 55 and even

SIXTY BUSHELS TO THE ACRE,

and showing remarkably little damage from the snow. Four days of bright sunshine and crisp wind had thoroughly dried the grain. The crop of the Edmonton district is the largest and heaviest they have ever had.

NAPINKA.

Reaching Brandon, on the return trip, on Monday, the 15th, your correspondent proceeded south-west to Napinka, a distance of some 75 or 80 miles. This branch of the C. P. R. runs through a good farming section, and the same scene of threshing and stacking, was again and again repeated. Inquiries at Souris and Hartney, where the train made short stops, elicited the same story of better yield and quality than had been hoped for. Napinka was reached at 6 p. m. This also is a railway divisional town, and is chiefly notable for its

ROW OF TALL ELEVATORS.

When the grain season is in full swing the air resounds with the shrieks of shunting engines and the rumbling of heavily laden grain cars.

Hamlin & Cameron are the chief general merchants of the town, and have branches at Lauder and Melita. They report business good and collections very fair at all their branches. They anticipate a heavy November trade.

Samuel Titus, general hardware and stoves, reported business in his line very quiet at present, but trade during the summer had been good. 6.45 seems an early hour in October, but it was worth getting up to see the

SHIMMER OF HOAR FROST

on the stretches of open prairie, the elevators like tall, sheeted ghosts, and the first faint rays of the sun turning the horizon to deep violet. As the train gets under way it is delightful to watch the smoke from the engine. It rises first in great dun-colored puffs, twenty feet from the engine it has become pure white, and dips until it almost touches the ground rises to a height of twenty feet, dips again, the sun comes up

and catches it and it becomes a golden haze. As far as the eye can reach behind the rushing train is this long trail of smoke, rising and falling. It is one of the

PECULIARITIES OF THE PRAIRIE

that long before you can either hear or see a train you see, perhaps ten, twelve or fifteen miles away, against the sky line, this long, thin cloud rising and falling in a regular pattern, and know that if you but wait long enough you will see a train rush by with its load of passengers, or perhaps forty or fifty box cars full of wheat.

DAMAGE BY RAINS.

The strip of country from Deloraine to Minga has suffered more than any district seen by your correspondent from the rains, and the land was still too wet to plough. Yet, even here people were not disheartened. From Minga east the appearance of everything improved.

CRYSTAL CITY.

This little town was for years chiefly noted because of the fact that Hon. Thomas Greenway's celebrated farm "Prairie Home," is situated near it.

MR. GREENWAY'S FARM.

When Mr. Greenway was Premier of Manitoba he frequently said he was more anxious to be known as the "premier farmer" than the "farmer Premier," and in this respect his wishes are likely to be gratified. Under the able management of Mr. James Yule, a graduate from Guelph, the farm is fast becoming a model of diversified agriculture. This year they have threshed the crop from 1000 acres, there are 175 pedigreed cattle in the stable, 140 pure bred pigs in the piggery, and the day of your correspondent's visit a man all the way from the State of Kansas was negotiating the purchase of some of the fine Shropshire sheep.

The town of Crystal City

SHOWS MORE GROWTH

for the year than any point in Manitoba or the Territories touched by your correspondent. A low estimate of the building and improvements to buildings for the year is \$50,000. Some of these improvements are of a most substantial character. One block erected jointly by Sparling & Lauder and Hon. Thomas Greenway is of brick on stone foundation, two storeys with basement; the size 62x65. This building will be finished

in the most up-to-date manner, plate-glass windows, metal ceilings, and lighted throughout with acetylene gas. The south half will be occupied as a hardware store, with tin shop above, by Sparling & Lauder, and the north-half by Sharp & Mutch, general dry goods, etc. The Oddfellows have erected a handsome brick block, 26x50, two storeys and basement. There are stores below and a handsome fraternal hall above. Some 8 or 10 good private residences have also been erected, and many residences and business blocks have been improved. Last year Mr. Greenway erected the Royal Victoria Music Hall, which is a great acquisition to the little town. It has a seating capacity of about 450, is furnished with fine opera chairs, and good accoustics are insured by the walls and ceiling being lined with tongued and grooved basswood. The coloring is a delicate shade of green, brightened by handsome floral designs, and further enhanced by life-size portraits in oils, of the Queen and the Prince of Wales. The stage, dressing rooms and lobbies are all commodious. The building is lighted throughout with acetelyne gas. The possession of this hall insures the town a superior class of entertainments.

In calling on the trade everyone was in good spirits. Sparling & Lauder, general hardware and stoves, who, by the way, occupy the first store erected west of the Pembina, report business good indeed. This was partly due to the activity of building operations in the town, and also to the fact that farmers throughout the district were improving both their houses and stables. They had sold 14 furnaces during the past season.

P. A. Young & Co., general dry goods, groceries, clothing, boots and shoes, etc., reported business very fair and indications of a good fall trade. Business was, of course, delayed, but it would come. As compared with former years, the trade in mits, boots and shirts for threshers this year to date had been small, but was on the increase. J. G. Steacy, general store, carries a large stock of dry goods, clothing, groceries, etc., and his report corresponded very closely with that of Mr. Young. Lewis Treble, clothing, boots and shoes and general groceries, endorsed the statements of his fellow merchants.

THE CREAMERY

at this point has had a fairly successful season.

Your correspondent is much indebted to Mr. Finn, editor of The Courier, and Mr. J. W. Greenway, for acting as cicerones, and to Mr. and Mrs. Yule, for their gracious hospitality.

PILOT MOUND.

The next stop was at Pilot Mound, only

some eight miles east of Crystal City, but the centre of a different type of farming country. Crystal City is on the open level prairie; Pilot Mound district is rolling, with hills covered with trees and scrub. It is an especially

GOOD DAIRY COUNTRY

as well as having a fine soil for wheat.

The Fairplay Creamery is one of the best known in Manitoba, and this year it has made close on 90,000 lb. of butter, which will net the farmers very close on 15c. per lb. Mr. William Grassick, secretary of the Creamery Association, very kindly drove your correspondent some 18 miles through the district, and she enjoyed the hospitality of Mrs. Grassick for a night. This is a district of well-to-do, prosperous farmers and one bad season would not affect them seriously, as they are nearly all in receipt of a good monthly income from their cows; but the season with them is by no means a failure. Threshing had been finished on many farms and a very fair crop was the result. In addition to wheat-growing and dairying large numbers of cattle are raised. In the town of Pilot Mound, which is rather a sleepy little burg, calls were made on Chalmers Bros. & Bethune and D. H. Graham, hardware and stoves, and Endicott & Preston, and MacLean & Co., general stores. These firms carry fair stocks in all lines. Their report of the state of things was hardly so cheerful as might have been looked for from the prosperous state of the surrounding country. There did not appear the energetic tone here, noted in other towns.

MANITOU.

From Pilot Mound the line winds down through the lovely Pembina Valley, one of the prettiest spots in Manitoba, to the brisk town of Manitou. It is 18 months since your correspondent's last visit, and a number of new buildings were noted, more particularly residences.

Like Crystal City, Manitou is situated on open prairie. The surrounding country is as fine farming land as could be wished.

EXTENSIVE STOCK RAISING

is done in the district, and the line of huge elevators testify to the grain raising.

Calls were made on P. Winram & Co., C. R. Gordon and Herald & Arnold, general stores, and Chalmers Bros. & Bethune, hardware and stoves. The reports as to trade tallied very closely with those of other districts. Yields were larger and samples better than had been hoped for, and they anticipated a good trade, once the wheat began to move.

MORDEN.

It was the intention to visit Morden, but time would not permit. However, from

the report of farmers from that district, things were turning out very well. This district makes the proud boast of marketing 30 bbls. of fine crabapples this season.

THE WHEAT CROP AND PRICES.

Careful observation and close inquiry from reliable sources go to show that there will be from 12,000,000 to 15,000,000 bushels of wheat to be sold, after making due allowance for loss in sprouted wheat, moving shocks, etc. The smaller quantity has cost less to harvest and put on the market. Prices are so much higher that "no grade" is bringing more to day than No. 1 hard brought last year. There will, therefore, be nearly as much money in the country when the stock is disposed of as there was last year.

DRAWBACKS

The continued rains, delaying threshing, have curtailed the amount of ploughing to date, and how far this will be remedied by fine weather now is mere guess work. Business has been delayed anywhere from a month to six weeks, and merchants have had to pay interest for that additional length of time. When fall buying is delayed from October to November there is never quite as much done. The extreme slowness of collections has made money tight and interest high. Though there is no general failure of crop, there are small sections where it is a total failure, and in these sections the local merchants will have to carry the farmers, and the jobbing houses and the banks the merchants. We may say, then, that while there is no sense of failure or disaster, taking Manitoba and the Territories as a whole, 1900 will not rank as a banner year—neither will it have caused any general setback.

THE GAINS.

There are "no gains without pains," and equally there are "no pains without gains." The dry seeding and wet harvest have sifted the good farmers from the bad as chaff is sifted from wheat. Crops that were planted by drill on well summer-fallowed land yielded good crops which matured and in many instances were garnered before the rain came, proving conclusively that it is more profitable to crop land once in two years rather than every year. Another lesson pressed home is the value of cows and dairying. In the districts where the farmers keep from 10 to 20 cows and send the product to the creamery and cheese factory they can largely afford to ignore the partial failure of a wheat crop. The wisdom of keeping more stock and more pigs has also been emphasized. In one word, that mixed farming is the only thing that will pay and pay well any and every year. And

if this year has taught even 20 per cent. of our farmers that lesson it will be worth five times over any loss that may have been incurred.

In conclusion your correspondent is much indebted to the superintendents of the experimental farms at Brandon and Indian Head for valuable information, and to the local press for courteous notices of the magazines.

NOTES.

An increasing demand for women's ready-to-wear goods, especially in dresses, is a feature in Western trade.

Merchants in Manitoba and the Territories are more and more coming to depend on the Winnipeg jobbing houses for their supplies.

QUALIFICATIONS FOR AN ASSISTANT.

The following essay, which was awarded a prize at the Grocers' Exhibiton, London, England, is worthy of the attention of every hardware clerk. Cut it out, and put it where you can see it:

1. Be at business prompt to time.
2. Always be neat and clean in appearance.
3. Cultivate a habit of being polite on all occasions, notwithstanding provocations.
4. Do not imagine that your interests are antagonistic to your employer's; it is a common failing, and is always fatal to success.
5. Always be on the lookout to suggest any improvements in display of goods or general arrangement of shop.
6. Keep yourself well informed of current trade news and novelties.
7. Learn by heart all selling prices, and keep yourself continually posted in them.
8. Lose no opportunity of picking up hints or ideas likely to be of service to you in business, and act upon them.
9. Never be afraid of work or overtime when necessary; it is valuable experience, if properly used.
10. Never make a show of false pride when any dusting or similar work requires to be done.
11. Study ticket-writing.
12. Always endeavor to work harmoniously with your fellow-assistant.
13. Always try to satisfy customers.

Inspector Noxon reports that the binder twine industry at the Central Prison, Toronto, has been most successful this year. The factory has turned out about 25 per cent. more twine and rope than it turned out last year, and a ready market has been found for all of it. The scarcity of manila hemp, which limited the output of the factory last year, is not in evidence this year.

AN IMPROVED KETTLE.

THE accompanying cut represents the "Perfection" nickel plated teakettle manufactured by the McClary Manufacturing Co., London. The firm claim that it has merits that no other Canadian kettle has, and is superior in many points to the best American kettles. Among the new features which they have included in this kettle is the spout, which is double



seamed into the body, and which does not allow the spout to drop off should the water in the kettle run dry. This is also the case with the connection of the breast to the body, which are seamed together. The handle is made of one piece of round iron heavily tinned and so constructed that it cannot fall apart as do those which are made with the iron part in two pieces. The handle is not allowed to fall on the breast and thus bruise it but is kept up by offset ears. The body itself is made of one piece of metal so that there are no seams on the bottom to leak. The McClary Manufacturing Co. make this in four sizes for base-burner and also Nos. 7, 8 and 9 for cook stoves. Each kettle is packed in a neat paper box and put up in crates of one dozen or more.

This company have departed from the line of a cheap, light, nickel-plated kettle and have now added to their other lines the "Climax" teakettle, Nos. 8 and 9. These are made of 20 oz. copper throughout, every part being made to wear same as the old-style kettles. Although a little more expensive, they are well worth the difference and it will pay a dealer to carry a stock of such an article that will surely satisfy his customers.

SAWDUST AS FUEL IN AUSTRIA.

Consul Hughes, of Coburg, October 6, 1900, reports: "In Austria, where everything in the shape of fuel is being carefully investigated, sawdust is impregnated with a mixture of tarry substances and heated to the proper temperature; it is then passed over a plate of iron heated by steam, from which a screw conveyor takes it to a press, where it is compressed into briquettes of the required size. The press turns out 19 per minute, weighing two-fifths of a pound each, and measuring $6 \times 2\frac{1}{2} \times 1\frac{1}{2}$ inches. The

caloric power is about the same as that of lignite, with but 4 per cent. of ash. One factory produced last year over 7,000,000 briquettes, costing about 16c. per 1,000, and selling at from 95c. to \$1.

LINSEED OIL AND ITS USES.

ACCORDING to The New York Tribune the recent advance in the price of linseed oil has attracted much attention in the commercial world to the condition of this year's crop of flaxseed, from which this important oil is made. The uses of linseed oil are many and varied, but oilcloth and linoleum men are perhaps those chiefly affected by the present high values. Several of the larger oilcloth factories of the country, it is reported from Chicago, are either shut down or able to do little business as a result of the market conditions. Trade in the United States is said to require something like 40,000,000 gallons of linseed oil annually.

Estimates of the year's crop of flaxseed have been steadily reduced of late. The crop year is supposed to begin in September, but it is as yet practically impossible to gauge the yield for this year accurately. The first estimates of the total product were about 25,000,000 bushels. Now the figures are about 18,000,000 bushels.

The commercial uses of flaxseed, the vast amount used in making linseed oil and the methods of handling great quantities in bulk, are matters outside the range of the average man's knowledge. Each bushel of flaxseed yields a little over two gallons of oil. The pulp or cake remaining after the extraction of the oil has a value as fodder, and is an important by-product. While cottonseed meal and rice meal are used to some extent as substitutes for oil meal, yet there has never been found a satisfactory substitute for linseed oil. The painter, the white lead maker, the oilcloth manufacturer must have linseed oil, and so the farmer in the far Northwest tends carefully his flaxseed crop and the mills crush the slippery seed in order that their wants may be supplied.

In the process of extracting the oil from the seed, it is crushed by rollers, going through set after set until it appears as fine meal. Then it is steam-heated in tanks to soften it and free the oil. As it comes from the tanks, a sticky, sweet-smelling mass, it is shaped by a small press into blocks, and these blocks are put under powerful hydraulic presses. The oil begins to flow in the gutters as soon as the power is put on, but it is an hour before the press is opened and the oilmeal taken out. The oil passes through various refining processes, which prepare it for market. The cake is either shipped unbroken, for export, or is ground into oilmeal for the home market. Germany is a large importer of oilmeal.

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 11 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.
Brass shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads. per lb.
Best thick white felt wadding, in 3/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/2-lb bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 400 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb. 10 0 12 1/2
Anvil and Vise combined 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00
Axe Grease, 5 75 6 00
Best quality, " 13 00 15 00

Bath Tubs.

Zinc, 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim, 1st quality, 30 0
" 2nd " 22 00

Anti-Friction Metal.

Tandem " A, per lb. 0 27
" B, " 0 21
" C, " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25

SYRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.

Door.
Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 27 1/2 per cent.

Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40

Bellows.
Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.
Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.
Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.
All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, full square, Norway, 70
" full square, 70
Common Carriage Bolts, all sizes, 65
Machine Bolts, all sizes, 65

Coach Screws, 75
Sleigh Shoe Bolts, 75
Blank Bolts, 65
Bolt Ends, 65
Nuts, square, 4 1/2 c. off
Nuts, hexagon, 4 1/2 c. off
Tire Bolts, 67 1/2
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 6 c.
Plough Bolts, 60

Boot Calks.
Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.
Discount, 55 per cent.

Broilers.
Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.

Hens, No. 8, 6 00
Hens, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.
German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 45 00

Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.
Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis., 60 per cent.

Wrought Steel.
Fast Joint, dis. 50 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.
American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross, 50 9 50

Cement.
Canadian Portland, 2 80 3 00
English, 3 00
Belgian, 2 75 3 00
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters, Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 58 p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Axe dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.
American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.
Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair, 17 1/2
" 5, 22 1/2
" 6, 15
Boynton pattern, 20

Door Springs.
Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.
Hand and Breast.
Miller's Falls, per doz. net list.

DRILL BITS.
Morse, is. 37 1/2 to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.)
No. 1, per doz., 1 80
No. 2, per doz., 1 60
Bright, 20c. per doz. extra.

ESCUTCHEONS.
Discount, 27 1/2 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 p. c. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.
Hay, manure, etc., dis., 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Star Per Per D. Diamond
Size United 50 ft. 100 ft. 50 ft. 100 ft.
Inches.

Under 26, 2 10 4 00 6 00
26 to 40, 2 30 4 35 6 65
41 to 50, 4 75 7 25
51 to 60, 5 00 8 50
61 to 70, 5 35 9 25
71 to 80, 5 75 10 50
81 to 85, 6 50 11 75
86 to 90, 14 00
91 to 95, 15 50
96 to 100, 18 00

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/8 per gross, 9 00
" 1/2 to 3/4, " 14 00
Leather, 1 in., per doz., \$ 87 1/2 4 00
" 1 1/4 in., " 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.
Magnetic, per doz., 1 10 1 20

Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.
English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.
C. & B., dis. 40 per cent. rev. list.

Saw.
C. & B., dis. 40 per cent. rev. list.

American, per doz., 1 00 1 25
Plane.

American, per gross, 3 15 3 75
Hammer and Hatchet.

Canadian, 40 per cent.

Canadian, per pair, 0 13 1/2

HANGERS.

doz. pairs
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50
Lane's covered—

No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.
Discount, 50 and 10 per cent.

HATCHETS.
Canadian, dis. 40 to 42 1/2 per cent.

HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06 1/2
" 5-in., " 0 06 1/2
" 6-in., " 0 06
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 3 50
Spring, per doz., 12 00

HOES.
Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.
Discount, 45 and 5 per cent.

HOOKE.
Cast Iron.

Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47 1/2 per cent.

Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.
"O" brand 50 p. c. dis. } Oval head.
"M" brand 50 p. c. }

Acadian, 50 and 10 per cent.

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B.

Cold Storage Lining

AND

.. Ruberoid Roofing ..

P. S.—Prices on Application.

65 Shannon Street, MONTREAL.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

KNOX HENRY

Heavy Hardware and Metal Broker

Room 220 1/2 Board of Trade, MONTREAL.

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"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

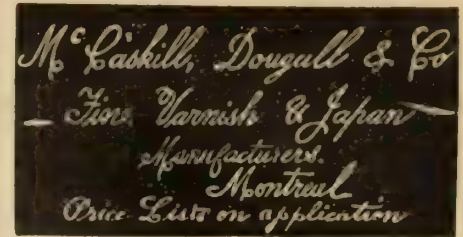


VanTuyt & Fairbank

Petrolia, Ont.

Headquarters for ..

Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.



HORSESHOES.

	F.O.B. Montreal.	No. 2 and larger.	No. 1 and smaller.
Iron Shoes.			
Light, medium, and heavy.	3 50	3 75	3 75
Snow shoes.	3 75	4 00	4 00
Steel Shoes.			
Light.	3 60	3 85	3 85
Featherweight (all sizes).	4 85	4 85	4 85
F.O.B. Toronto, London and Guelph, 10c. per keg additional.			
Toe weight steel shoes.	6 70		

JAPANESE WARE.

Discount, 45 and 5 per cent. off list, June 1899.

ICE PICKS.

Star per doz. 3 00 3 25

KETTLES.

Brass spun, 7 1/2 p.c. dis. off new list.

Copper, per lb. 0 50

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis., 27 1/2 p.c.

Cabinet, trunk, and padlock, Am. per gross 60

KNOBBS.

Door, japanned and N.P., per doz. 1 50 2 50

Bronze, Berlin, per doz. 2 75 3 25

Bronze Genuine, per doz. 6 00 9 00

Shutter, porcelain, F. & L. screw, per gross. 1 30 4 00

White door knobs—per doz. 1 25

HAY KNIVES.

Discount, 50 and 1 1/2 per cent.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast, per doz. 7 50 8 50

No. 1 "Wright's" 8 50

Ordinary with O burner 9 50

Dashboard, cold blast 6 00

No. 0. 6 00

Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60

Galvanized 1 87 3 85

King, wood 2 75 2 90

King, glass 4 00 4 50

All glass 1 20 1 30

LINES.

Fish, per gross 1 05 2 50

Chalk 1 90 7 40

LOOKS.

Canadian, dis. 45 p.c.

Russell & Erwin, per doz. 3 00 3 25

Eagle, dis. 30 p.c.

English and Am., per doz. 50 6 00

Scandinavian, 1 00 2 40

Eagle, dis. 20 to 25 p.c.

MACHINE SCREWS.

Flat head, discount 25 p.c.

Round Head, discount 20 p.c.

MALLET.

Tinsmith's, per doz. 1 25 1 50

Carpenter's, hickory, per doz. 1 25 3 75

Lignum Vitae, per doz. 3 85 5 00

Caulking, each. 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 1 00

MEAT CUTTERS.

American, dis. 25 to 30 p.c.

German, 15 per cent.

MILK CAN TRIMMINGS

NAILS.

Quotations are: Cut. Wire.

2d. and 3d. 33 35 33 85

3d. 3 00 3 52

4 and 5d. 2 75 3 35

6 and 7d. 2 65 3 20

8 and 9d. 2 50 3 00

10 and 12d. 2 45 2 95

16 and 20d. 2 40 2 90

30, 40, 50 and 60d. (base). 2 35 2 85

Galvanizing 2c. per lb. net extra.

Steel Cut Nails 10c. extra.

Miscellaneous wire nails, dis. 70 per cent.

Coopers' nails, dis. 30 per cent.

Flour barrel nails, dis. 25 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS

Square, round, and octagon, per gross 3 38 4 00

Diamond 12 00 15 00

NETTING.

Poultry, 40 and 5 per cent. for McMullen's.

OAKUM. Per 100 lb.

Navy 6 00

U. S. Navy 7 25

OIL.

Water White (U.S.) 0 16 1/2

Prime White (U.S.) 0 15 1/2

Water white (Can.) 0 15

Prime White (Can.) 0 14

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal. 0 00 10 00

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz. 1 25 3 50

Brass, 1 50 3 50

Malleable, dis. 25 per cent.

GALVANIZED PAIRS.

Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.

Flaring pairs, discount 45 per cent.

Galvanized wash tubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 50 3 00

Brass head, 0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.

PLANES.

Wood, bench, Canadian dis. 50 per cent.

American dis. 50.

Wood, fancy Canadian or American, 37 1/2 to 40 per cent.

Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.

Miscellaneous, dis. 25 to 27 1/2 per cent.

Bailey's Victor, 25 per cent.

PLANE IRONS.

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PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37 1/2 40 p.c.

Button's Imitation, per doz. 5 00 9 00

German, per doz. 0 60 2 60

PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.

Fuller's work, discount 65 per cent.

Rough stops and stop and waste cocks, discount, 60 per cent.

Jenkins' disk globe and angle valves, discount, 55 per cent.

Standard valves, discount, 60 per cent.

Jenkins' radiator valves discount 55 per cent.

standard, dis., 60 p.c.

Quick opening valves, discount, 60 p.c.

No. 1 compression bath cock. 2 00

No. 4 2 00

No. 7, Fuller's 2 50

No. 4 1/2. 3 00

POWDER.

Velox Smokeless Shotgun Powder. 0 85

1,000 lb. or more. 0 80

Net 31 days.

PRESSED SPIKES.

Discount, 25 per cent.

PULLEYS.

Hothouse, per doz. 0 55 1 00

Axle 0 22 0 33

Screw 0 27 1 00

Awning. 0 35 2 60

PUMPS.

Canadian cistern. 1 80 3 60

Canadian pitcher spout. 1 40 2 10

PUNCHES.

Saddlers', per doz. 1 00 1 85

Conductors, 9 00 15 00

Tinner's solid, per set. 0 00 0 72

hollow, per inch. 0 00 1 00

RANGE BOILERS.

Galvanized, 30 gallons 7 25

35 8 15

40 9 25

Copper, 30 " 22 00

35 " 26 00

40 " 30 00

Discount off Copper Boilers 10 per cent.

RAKES.

Cast steel and malleable Canadian list dis.

50 and 10 p.c. revised list.

Wood, 25 per cent.

RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.

Globe File Co.'s rasps, 60 and 10 to 70 p.c.

Heller's Horse rasps, 50 to 50 and 5 p.c.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00

Boker's 7 50 11 00

Wade & Butler's 3 60 10 00

Theile & Quack's 7 00 12 00

Elliot's 4 00 18 00

REAPING HOOKS.

Discount, 50 and 10 per cent.

REGISTERS.

Discount, net. 40 per cent.

RIVETS AND BURRS.

Iron Rivets, discount 60 and 1 1/2 per cent.

Iron Burrs, discount 55 per cent.

Black and Tinned Rivets, 60 p.c.

Extras on Iron Rivets in 1-lb. cartons, 1/2 c.

per lb.

Extras on Iron Rivets in 1/2-lb. cartons, 1c.

per lb.

Copper Rivets & Burrs, 35 and 5 p.c. dis.

and cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets in

1/2-lb. cartons, 1c. per lb.

Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 37 1/2 per cent.

ROPE, ETC.

Sisal.

Manila.

7-16 in. and larger, per lb. 7 1/2 10 1/2

3/4 and 5-16 in. 11 1/2 12 1/2

1/4 and 5-16 in. 10 12 1/2

Cotton, 3-16 inch and larger 16 1/2

5-32 inch. 21 1/2

1/2 inch. 22 1/2

Russia Deep Sea 15 1/2

Jute 8

Lath Yarn 9 3/4

New Zealand Rope 10 1/2

RULES.

Boxwood, dis. 75 and 10 p.c.

Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS.

Mrs. Potts, No. 55, polished. per set 0 70

No. 50, nickel-plated. 75

SAND AND EMERY PAPER.

Dominion Flint Paper, 47 1/2 per cent.

B & A. sand, 40 and 2 1/2 per cent.

Emery, 40 per cent.

SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

SAWS.

Hand, Disston's, dis. 12 1/2 p.c.

S. & D., 40 per cent.

Crossett, Disston's, per ft. 0 35 0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each. 0 75 2 75

frame only. 0 75

SASH WEIGHTS.

Sectional, per 100 lbs. 3 25

Solid. 1 50

SASH CORD.

Per lb. 0 23 0 30

SAW SETS.

"Lincoln," per doz. 6 50

Scales.

B. S. & M. Scales, 45 p.c.

Champion, 65 per cent.

Fairbanks Standard, 35 p.c.

Dominion, 55 p.c.

Richelleu, 55 p.c.

Chatillon Spring Balances, 10 p.c.

SCREW DRIVERS.

Sargent's, per doz. 0 65 1 00

SCREWS.

Wood, F. H., iron, and steel, 80 p.

Wood R. H., dis. 75 p.c.

F. H., brass, dis. 75 p.c.

Wood, R. H., dis. 67 1/2 p.c.

F. H., bronze, dis. 67 1/2 p.c.

R. H., dis. 63 1/2 p.c.

Drive Screws, 80 per cent.

Bench, wood, per doz. 3 25 4 00

iron, 4 25 5 75

SCYTHES.

Per doz, net. 9 00 15 00

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS.

Bailey Cutlery Co., full nicked, dis. 60 p.c.

Seymour's, dis. 50 and 10 p.c.

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PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

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Montreal.

—Canadian Representatives—

A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued and tinned	65 and 5
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" bulk	40

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.

Payson's per doz 2 60 |

TRAPS. (Steel.)

Game, Newhouse, dis. 2 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72%, 75 p.c.

TROWELS.	
Disston's discount 10 per cent.	
German, per doz	4 75 6 00
S. & D., discount 35 per cent.	

TWINES.	
Bag, Russian, per lb.	0 27
Wrapping, cotton, per lb.	0 22 0 26
Wrapping mottled, per pack.	0 50 0 60
Wrapping cotton, 3-ply	0 20 0 26
4-ply	0 33 0 45
Mattress, per lb.	0 27 0 35
Staging, "	0 30 0 55
Broom, "	

VICES.	
Hand, per doz	4 00 6 00
Bench, parallel, each	2 00 4 50
Coach, each	6 00 7 00
Peter Wright's, per lb.	0 12 0 13
Pipe, each	5 50 9 00
Saw, per doz	6 50 13 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White,
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the
list
Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.
Smooth Steel Wire, base, \$2.80 per 100
lb. List of extras: Nos. 2 to 5, ad-

vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-bailing wire, 30c.
—spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$8—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
ing, 10c.—in 25-lb. bundles, 15c.—in 50 and
100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3 85
No. 9, \$3.10—No. 10, \$4.00—No. 11, \$4.05
No. 12, \$3.25—No. 13, \$3.35—No. 14,
\$4.40—No. 15, \$4.90—No. 16, \$5.15.
Clothes Line Wire, 19 gauge,
per 1,000 feet 3 30 |

WIRE FENCING. F.O.B.	
Galvanized 4 barb, 2½ and 5	Toronto
inches apart	3 00
Galvanized, 2 barb, 4 and 6	
inches apart	3 00
Galvanized, plain twist	3 00
Galvanized barb, f.o.b. Cleveland, \$2.85 in	
carlots, and \$2.95 in less than carlots.	
Terms, 60 days or 2 per cent. in 10 days.	
Ross braid truss cable	4 50

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net... 2 00
Terms, 4 months, May 1.; 3 p.c. off 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 70 to 25 p.c.	
Towers' Engineer, each	2 00 7 00
" S., per doz	5 80 6 00
G. & K's Pipe, per doz	3 40
Burrell's Pipe, each	3 00
Pocket, per doz	0 25 2 90

WRINGERS.

Leader	per doz. \$60 00
Royal Canadian	" 58 00
Royal American	" 50 00
Discount, 45 per cent., terms 4 months, or	
p.c. 30 days.	

WROUGHT IRON WASHERS

Canadian make, discount, 40 and 5 per cent.

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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
Sisal Rope
Jute Rope
Russian Rope
Marline
Houseline
Hambroline
Clotheslines

Tarred Hemp Rope
White Hemp Rope
Bolt Rope
Hide Rope
Halyards
Deep Sealine
Ratline
Plow Lines

Lath yarn
Shingle yarn
Bale Rope
Lariat Rope
Hemp Packing
Italian Packing
Jute Packing
Drilling Cables and

Spunyarn
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Lobster Marlin
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Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
Orders will not be accepted for second quality or "mixed" goods.

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it is always well to get the purest and best—something you can recommend and guarantee to your customers.

Stewart Bros. & Spencer's

is the best. Name on every barrel. Special quotations for import.

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that is on the market.

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superiority. That's proof
enough of their quality, and
clearly shows that they are
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The Bailey



Cutlery Co.

BRANTFORD, ONT.

Send for Catalogue
and
Price List.



Dominion Pattern

Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short, which prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

The stall fixture is made from a tough quality of steel and is very strong. Also, owing to its circular cross-section, it is exceedingly rigid. Its simplicity, convenience, cheapness, and ease of attaching make it very popular with cow tie users.

This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

For sale by all Jobbers; manufactured by

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

Est. 1908

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

TRADE MARK.

Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

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TRADE MARK.

THERE ARE A DOZEN DIFFERENT KINDS OF

SOLID RUBBER TIRES

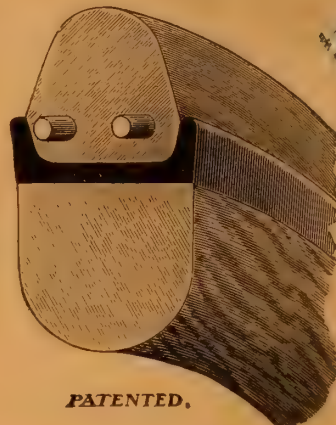
FOR CARRIAGES.

Ninety per cent. of all the Rubber Tires in use in New York City are the

"Kelly-Springfield."

WHY ?

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THE GUTTA PERCHA AND RUBBER MFG. CO.
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Battery Park Building, New York City.

Manufacturers.

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TERNE PLATE

and

BLACK PLATE.

B. & S. H. THOMPSON & CO'Y

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Sole Agents for Dominion of Canada.

Cost does not end
with buying

There's the working to be considered.
Imperfect material means imperfect
work and—dissatisfaction.

"BEST BEST POPLAR" BRAND
GALVANIZED FLAT SHEETS

Always turn out well, smooth,
even, soft and workable.

GALVANIZED CORRUGATED SHEETS
"BLACKWALL" BRAND

BLACKWALL GALVANIZED IRON CO.
... Limited
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Canadian Agents, J. WATTERSON & CO.
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Extra 1, 2, and 3.

LANGWELL'S BABBIT, Montreal.

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AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades In Canada.

VOL. XII.

MONTREAL AND TORONTO, NOVEMBER 17, 1900.

NO. 46

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Warranted to wear White.

POTOSI SILVER CO., BIRMINGHAM,
England.

Lamplough & McNaughton,
AGENTS,

59 St. Sulpice Street, - MONTREAL.

COMPARE THE WEIGHTS

Some Iron is sold on American gauges, which are entirely different from English. For example:

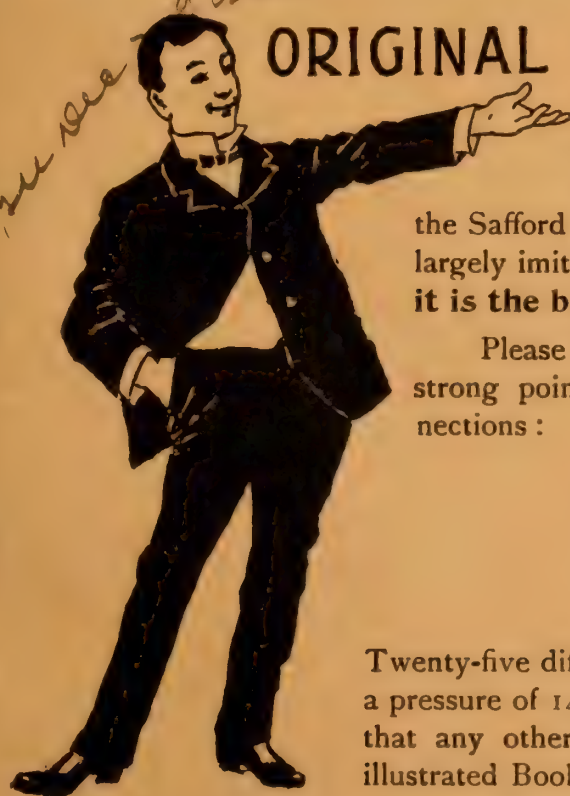
"QUEEN'S HEAD," 28-gauge, 96 x 30 in., weighs 13½ lbs. per sheet	AMERICAN, 15½ lbs.
"QUEEN'S HEAD," 28-gauge, 72 x 30 in., weighs 10 lbs. per sheet	AMERICAN, 11½ lbs.
"QUEEN'S HEAD," 26-gauge, 96 x 30 in., weighs 15½ lbs. per sheet	AMERICAN, 18 lbs.
"QUEEN'S HEAD," 26-gauge, 72 x 30 in., weighs 11½ lbs. per sheet	AMERICAN, 13½ lbs.

The cost to you is the COST PER SHEET.

A. C. LESLIE & CO., Managers Canadian Branch,
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JOHN LYSAGHT, LIMITED.

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It is said that "imitation is the sincerest form of flattery." All good things are imitated. The screw-nipple connection (instead of joints), that has made the Safford Radiators famous for Steam or Hot Water Heating, is largely imitated and you need not seek far for the reason why—it is the best thing for safety that was ever invented.

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are light, yet strong.

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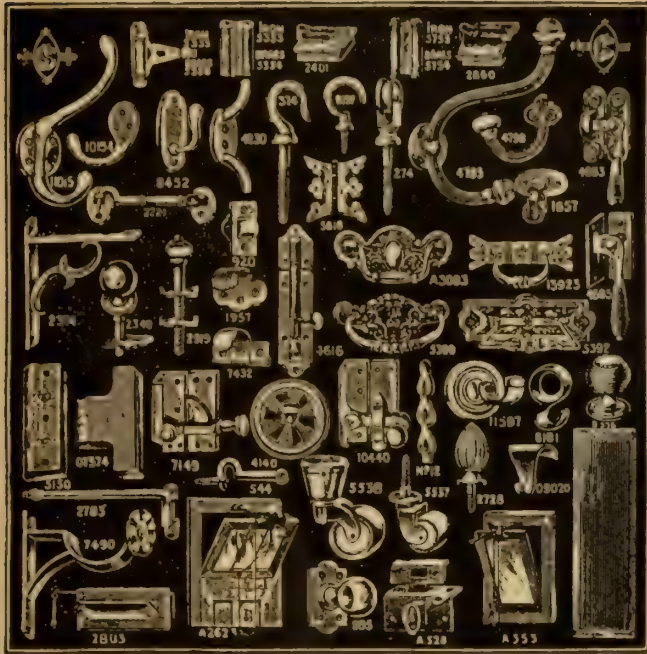
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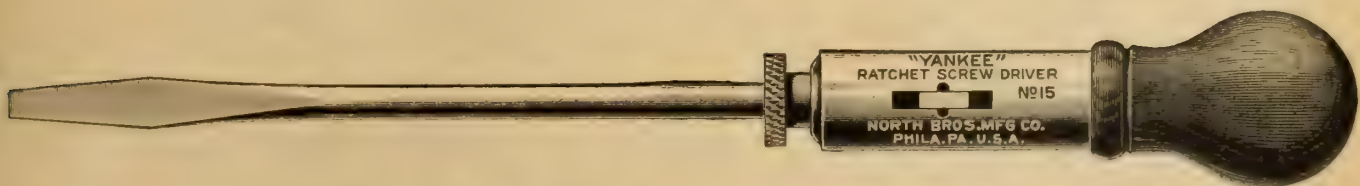
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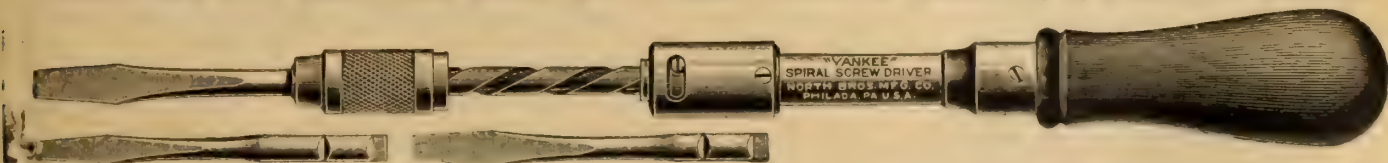
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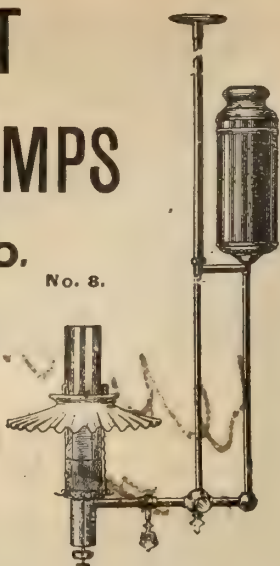
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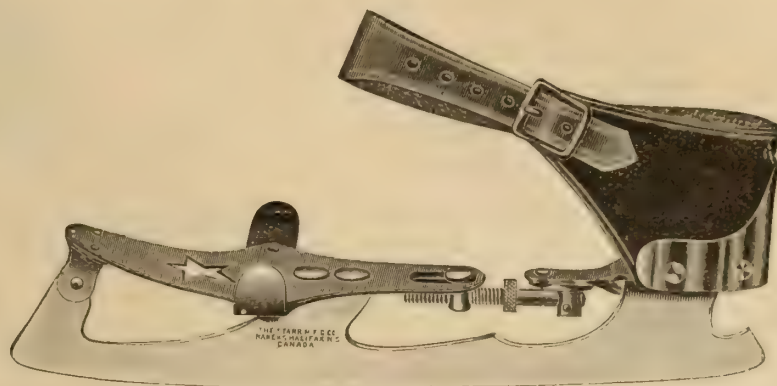
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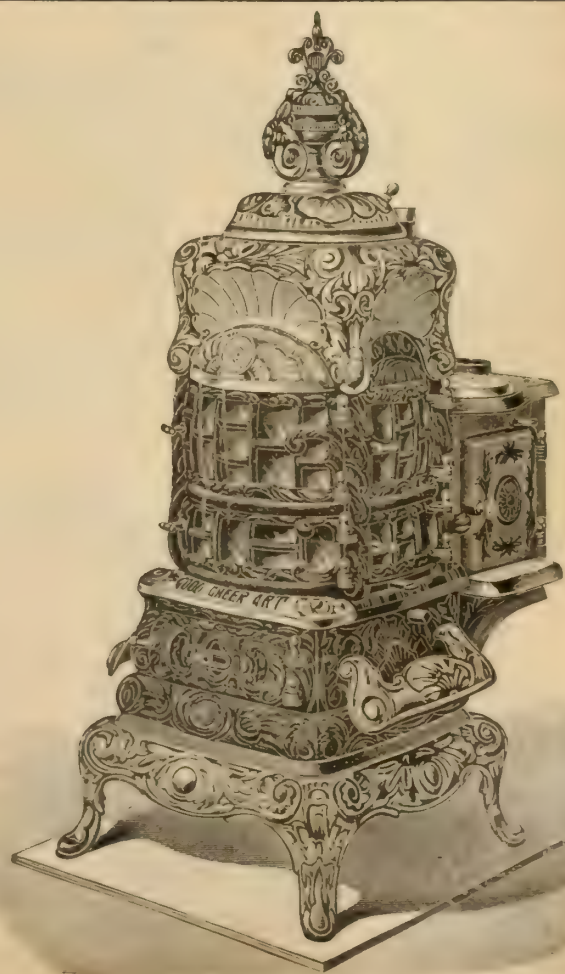
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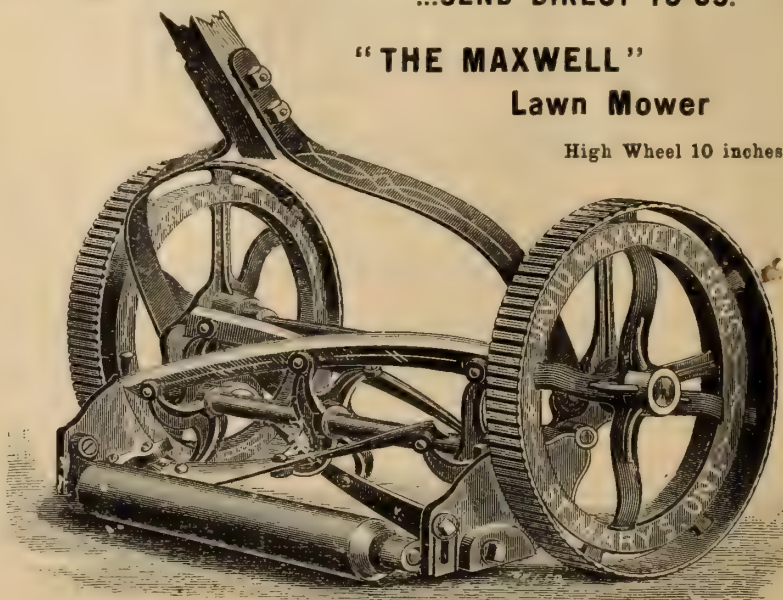
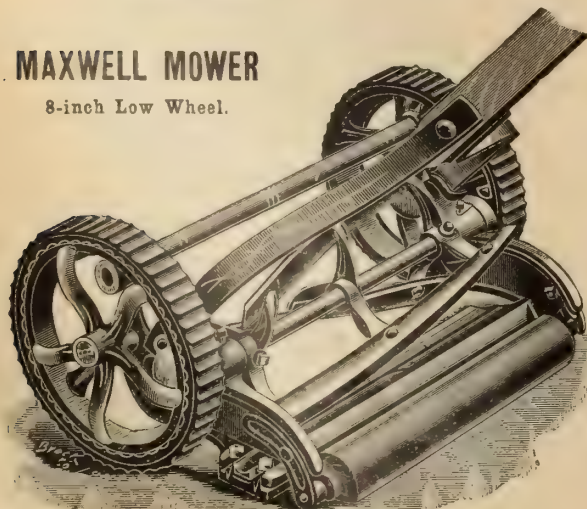
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The upward current of air through the provision chamber is so swift that moisture and odors are quickly forced to the ice, the proper condenser and purifier.

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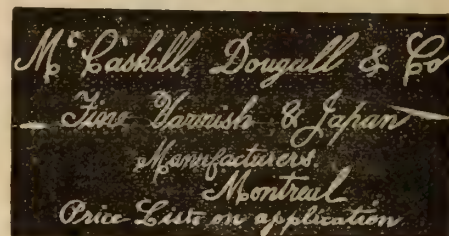
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24, 30, 36 in. wire, in 50 ft. rolls.

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Hamilton, Ont., and Montreal, Que.

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For Base-Burners or Table Use.
All-Copper, Nickel-Plated, with em-
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around bodies, also supplied with
plain bodies.



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Kemp Manufacturing Co., Toronto



VOL. II.

MONTREAL AND TORONTO, NOVEMBER 17, 1900.

NO. 46.

President,
JOHN BAYNE MACLEAN,
Montreal.

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CANADIAN WHOLESALE HARDWARE ASSOCIATION.

THE Canadian Wholesale Hardware Association met in Toronto on Friday and Saturday. The following members were present: P. Howland and T. G. Dexter, of H. S. Howland, Sons & Co., Toronto; T. H. Newman, of Caverhill, Learmont & Co., Montreal; W. Vallance and J. Alexander, of Wood, Vallance & Co., Hamilton; C. A. Whitwan, of The Hobbs Hardware Co., London; F. O. Lewis, of Lewis Bros. & Co., Montreal; T. B. Lee and I. C. Fisher, of Rice Lewis & Son, Toronto; Ed. Archbald, of Frothingham & Workman, Montreal; W. Starke, of Howden, Starke & Co., Montreal; D. B. Howden, of The John Bowman Hardware and Coal Co., Limited, London; V. Lemieux, of N. Lemieux & Fils, Quebec; A. Jeannotte, of L. H. Hebert, Montreal, and The Chinic Hardware Co. was represented by Mr. Newman. The Letang

Hardware Co., Montreal, was admitted to the association.

Some changes in prices were made on certain lines of goods. Green wire cloth was fixed at \$1.50 per 100 sq. ft., and poultry netting, which has been selling at 45 per cent. discount, is now set on a basis of 50 per cent. discount.

American ammunition was advanced temporarily, and the prices fixed till the commissioner of the Ammunition Manufacturers' Association regulates the values. The new discounts as compared with the old are as follows:

	New Discount.	Old Discount.
Rim fire ball and shot cartridges.....	40 p.c.	45 p.c.
Central fire pistol ball and shot cartridges..	10 p.c.	18 p.c.
Central fire military ball shot.....	5 p.c. advance on list.	net price
Rim fire blanks, No. 22	\$2 15 m. net	\$2 10
" " No. 32	\$3 95 m. net	\$3 55
Bullets and primed shells.....	10 p.c. advance.	.....
B. B. caps.....	\$1 75 m. net	\$1 50
C. B. caps.....	\$2 50 m. net	.....
Berden primers.....	\$1 40 m.	\$1 35
No. 1 and 2 anvil primers.....	\$1 60 m.	\$1 50 m.
All others.....	\$1 60 m.	\$1 45 m.
Ground edge percussion caps.....	60c. per m. net	55c.
Empty paper shot shells net		10 p.c. dis.

Several other minor changes were made. For instance, the price of Otterville corn-planters was fixed at \$8 a dozen in large lots. Swedes iron was placed at 4¼c. Rogers' cutlery will now be sold at 75 per cent. on the new sterling cost. Heavy T and strap hinges were put on a combine basis as follows: 4-in., \$6.25 per 100 lb.; 5-in., \$6 per 100 lb.; 6 in., \$5.75; 8 in., \$5.50; 10-in. and up, \$5.25; light T and strap, 60 and 5 off; chest hinges, 60 and 5 off; hinged hasps and staples, 60 and 5 off; wrought butts, 60 and 10 off.

Peter Wright's anvils were raised from 9¼c., in same cases, to 11c. per lb. Nuts

sold in less than 50-lb. lots will now have 10c. per lb. extra added. Scythe snaths were fixed at 45 per cent. off. Barn door backs, 1-in., will now be generally sold at 4c. per foot. These prices are not much different from what were in vogue before, but dealers may now feel sure that all have the same prices.

Galvanized wire was fixed as follows: 4 and 5 guage, \$4.52½; 6 to 8, \$3 85; 9, \$3.10; 10, \$4; 11, \$4 05; 12, \$3 25; 13, \$3.35; 14, \$4.40; 15, \$4.90; 16, \$5.15. This also involves no change.

Sporting goods were also dealt with. Marlin rifles will now be sold at a discount of 20 per cent. Winchester models are the same as before as follows:

	Discounts.
Models 1890, 1892, 1894.....	22½ per cent.
" 1886, 1895.....	10
Winchester single shot rifles.....	10
Winchester carbines.....	22½
Repeating shot gun.....	10

SAND PAPER MAKING IN CANADA.

THE trade has recently been informed that the sole Canadian manufacturer of sand paper has disposed of his plant and business to a United States manufacturer, and that, in consequence, the making of this article in Canada will be discontinued.

At least three attempts have been made by different parties to produce sand paper in this country, none of which have proven satisfactory. The inevitable conclusion is that there is not enough trade in Canada to support a manufacturer in this country.

Even if the Canadian maker did get all the business done here, it is questionable whether there would be enough of it, yet certain large manufacturers who use sand-paper insist on having old, established brands.

The withdrawal of the Canadian maker from business is accounted a likely opportunity for the United States manufacturers to put up their prices. If this is done, holders of the Canadian stocks may realize a good profit on what they now hold.

DISCRIMINATION AGAINST CANADIAN PORTS.

MONTREAL ought to be the great shipping port of North America, but, in spite of the improvements being made in its harbor, the number of vessels trading at its wharves is sadly diminishing. When the works now going on are completed the equipment will be up-to-date in every respect and we are promised the finest elevator system in the world. But the traffic does not increase. The number of ocean-going steamers that arrived in port from the opening of navigation to November 11 in 1899 was 771; this season it was 694.

It is now fully recognized by all concerned that one of the most potent reasons for our loss of trade has been the serious increase in the ocean marine insurance rates at Montreal, which went into effect in April of last year, and which discriminate to an enormous extent in favor of New York, Boston and Portland. A Montreal shipper has lately exported grain by way of the St. Lawrence worth about \$136,000. The insurance charges upon this were \$885, whereas, if the grain had been exported from New York the insurance would have been only \$313, or a difference in favor of New York of more than 182 per cent. During 1899 the insurance rates on grain from Montreal to Liverpool ranged from .37 on May 1 to 1.04 at the close of navigation, contrasted with a rate from New York of .21 until a late date, when it was increased to .23, while the winter rate from Portland, St. John, and Halifax for 1899 1900 was only .34. The insurance on cheese for October by port of Montreal was 65c. per \$100, and by New York only 22½c., a difference of 42½c. in favor of New York, or 189 per cent. In the case of cattle, the insurance rate from the port of Montreal is 2 per cent., while from the United States the rate is about three quarters of 1 per cent., a difference in favor of the United States of 165 per cent.

There can be no doubt that this high discriminating marine insurance is proving very detrimental to the interests of Montreal port, and is largely accountable for the falling off in the number and tonnage of our ocean shipping. The difference is so ex-

cessive that the Allan Line is insuring all the cattle it carries, and is also doing its own insuring on a considerable portion of its other cargoes.

The insurance companies resent the charge that they are discriminating against Canadian ports. They claim that the St. Lawrence route is naturally dangerous, that the Government has not provided sufficient safeguards and that losses have been heavy. There is no doubt that the route is dangerous, but it is continually being improved. A thorough inspection and sweeping of the ship channel has been carried out during the last few years, the buoying and lighting system has been improved and some of the inefficient pilots have been discarded. So the advance in rates seems hardly justifiable. During last season and this the accidents that have occurred between Quebec and Montreal have been of a trivial nature. The Ottoman suffered as severely as any boat.

Below Quebec the safeguards are insufficient, yet the Scotsman is the only loss sustained in the last two years. The Portland route has been the scene of more disasters and is more dangerous, yet the Montreal marine insurance is higher. The lighting below Quebec and in the Gulf should, however, be improved. The loss of the Scotsman proved that the Straits of Belle Isle are not provided with the required number of lighthouses.

But, because the Canadian Government has not seen fit to do all that the marine underwriters requested does not justify these czars of the seas in putting the loss of the Labrador, of the Dominion Line, wrecked off the coast of Scotland; of the Castilian, wrecked off the coast of Yarmouth, and of the Allan liner Californian, wrecked within sight of Portland last winter, all down to the blame of the Montreal route. It is said the insurance companies charged them up to Montreal, because they traded there, and now we are paying for the losses. This is rank injustice! A committee of the Montreal Board of Trade Council has been trying to get a table of statistics from the marine underwriters, but has failed. Why this concealment?

Evidently there is red-tapeism somewhere. Canada's trade is being forced to American channels, for it must be remembered that the freight charges on goods from Canadian points west of Toronto are about the same to New York and Montreal. Consequently, if the New York marine insurance is lower, the goods will go via that port.

This is a matter the Dominion Government ought to take in hand, and we heartily endorse the idea of the appointment of a Royal Commission, suggested by the Montreal Harbor Commissioners.

If a Canadian insurance company were organized, surely the difficulties of its inability to reinsure or to invest in securities could be overcome. Means ought to be found to secure the end, when it is of such national importance.

SCREEN DOORS AND WINDOWS.

The combine that has existed during the past year between manufacturers of screen doors and windows has been disbanded. Manufacturers and jobbers are now quoting prices for spring delivery which seem to indicate that the market is more or less demoralized.

An arrangement on a staple line like this, if properly conducted, would surely be to the advantage of the manufacturer as well as the jobber and the retailer. As matters now exist all parties interested may be compelled to do business with little or no profit.

Customers, like fish, cannot be secured by unattractive and clumsy methods.

NET LIST ON PLANES.

The Stanley Rule and Level Co., New Britain, Conn., last spring cancelled all their list prices with discounts on planes. The wholesale trade here did not at the time follow suit, but have continued to sell at the old list with discount. As, however, the company have firmly maintained their new net prices, the jobbers have found it necessary to follow suit in order to get a margin on transactions in this line. Therefore, instead of the old discount lists, the jobbing trade is now quoting these planes net list.

WANTED—INSOLVENCY LEGISLATION.

NOW we have a new Parliament. **HARDWARE AND METAL** does not praise it because it is Liberal nor condemn it because it is not Conservative. We shall pass our judgment when we have seen it act. One of the first things we should like to see it act upon is insolvency legislation, and the sooner it adopts such legislation the better for its own reputation for business capacity.

Here is what a well-known English firm says: "We have given up our agency in Canada, and, until your bankruptcy law gives better protection to traders, shall decline to do any direct trade with them. Our experience has been of a most disastrous nature, and we regret ever having attempted to establish a trade." Surely this is not desirable advertising we are getting.

The trouble with the present condition of affairs is that when an estate is being wound up the creditors cannot get what they should out of it, a fact which the debtor uses to drive the creditor against the wall and force him to accept an offer of 20 or even 10c. on the dollar rather than have the estate wound up, for, in the latter case, he will get nothing.

In Ontario, a man cannot be forced into bankruptcy. An estate cannot be wound up until the debtor consents to such a procedure. In Quebec, this compulsion is procurable under a Provincial statute which, if carried to the Privy Council, would be found to be ultra vires. The Dominion Parliament is the only body possessed of power to pass an insolvency Act; hitherto, in spite of numerous protests on the part of boards of trade and other interested bodies, it has failed to act. The Provincial bodies have done us the favor of exceeding their rights and helping us to what extent they could.

But what we want is a Dominion statute, to be secured by the passing of such a bill as that of Mr. Fortin, which was before the House in 1898. It is to be hoped that the associations interested will again move in the matter, and make a final effort to attain their object.

We want an Act that will remove the necessity of having an official assignee who gobbles up all the assets in fees, and prolongs the settlement until the expenses of

winding up are outrageous. We want speedy, inexpensive settlements. The only way by which this can be secured is by placing the assets in the possession of the creditors. They own the property, and why not let them direct its disposition? If they should be allowed this privilege, a thousand nuisances would be removed.

The abominable system of preferences should also be abolished. There has been many a case where preferential claims have eaten up nearly all the assets, and left little or nothing for the ordinary creditors.

THE HEMP SITUATION.

MANILA hemp has proven a fickle article of commerce this year. In February, owing to the closing of Philippine ports by the United States on account of the rebellion there, the supplies in New York were so limited that price rose to as high as 14¾c. on spot. But the raising of the blockade in the Philippines caused such a heavy movement of stocks that the market became demoralized and quotations steadily fell until about two months ago they reached the neighborhood of 5c., though practically nothing was done at that figure.

About this time the hemp owners at Manila joined forces to prevent further demoralization of the market which was ruinous to them as they had large stocks bought at about 8 to 9c. They have succeeded in getting control of nearly one-third of the total manila hemp stocks. The result is that, as manufacturers are not, as a rule, well stocked, and will soon have to buy heavily, the market has steadily strengthened until now the spot price at New York is 8¾ to 9c. It is an open question whether the hemp owners at Manila can maintain their present grip on the market, but the indications seem to favor the chances of their doing so.

ADVANCE IN BAR IRON.

THE feature of the week has been the manufacturers' withdrawal of all quotations on bar iron on account of the increased cost of raw material. Appended to the notes of withdrawal are such statements as these: "Specifications can be received only for immediate shipment and at prices ruling at date of receipt thereof."

Since the withdrawal the manufacturers

have advanced prices 5c. per 100 lb. But this will not affect jobbers' values for some time, for we hear that large contracts were made before the advance took place.

The real cause that necessitated the step was the scarcity of wrought scrap. Some weeks ago dealers throughout the country were paying only \$9 to \$10 per ton for No. 1 wrought; now they can secure very little at \$12 to \$13. The rolling mills have to pay \$14 to \$15, and we have heard of some transactions in first-class scrap at \$16. Both the American and Canadian markets in old metals are very strong.

Consequent upon the advance in scrap iron is the chance of a rise in the other products of the rolling mills. Band iron has already been marked up, orders at old figures having been refused this week; an additional 10c. per 100 lb. is now asked.

THE TURPENTINE SITUATION.

THERE is a good reason for the position taken by the jobbers of turpentine on this market—that prices are bound to hold firm and will probably advance.

The Savannah News, November 10, in reviewing last week's transactions said: "The week closes with a gain of from ½ to 1c. above the prevailing price for turpentine last Saturday. Sales for the week were 5,396 casks. The demand was good all along, but it remained for the rush on Thursday to start the market upward." The following table was also published showing the receipts, shipments and stocks from April 1 to November 10 the past two years:

	1900.	1899.
Stock April 1, 1900	2,197	3,596
Received this week	7,141	6,872
Received previously	262,796	248,147
Total	272,134	258,615
Exports—		
Foreign	171,108	173,801
New York	28,852	28,430
Coastwise and interior	33,343	27,265
Total	233,303	229,496
Stocks on hand this day	38,831	29,119

At first glance, this appears to show that the market this year is well stocked. But, when it is remembered that the supplies last year were so short that prices reached, before the end of the season, the highest point on record, and that prices were 6c. lower on November 10 than at the same date last year, it is seen that the quotations now ruling at Savannah are moderate, in the face of the conditions prevailing.

THE HISTORY OF THE BINDER TWINE TRUST.

WE give below an epitome of the history of the cordage or twine trust in the United States from The Cordage Trade Journal, the New York authority on this trade :

One of the most actively discussed topics in the Presidential campaign, even if it is not termed the "paramount issue," is the large corporations which are improperly called "trusts," and every campaign orator and partisan newspaper have included in their lists of those infamous beings the so called "Cordage trust," sometimes called the "Twine trust" and the "National Cordage trust." Candidate Bryan in a list he used in a speech in St. Louis, Mo., gave these particulars : "Standard Rope & Twine Company, incorporated in New Jersey, November 8, 1896, with a capital stock of \$12,000,000, consolidated 22 large cordage mills." This is partly true and partly untrue.

What are the facts in relation to the alleged cordage, rope or twine "trust"? In brief, they are as follows : In 1887, four concerns in New York City thought they possessed sufficient power to control the hard fibre cordage industry, and on July 20, 1887, they formed the National Cordage Company, under the laws of New Jersey, with a capital stock of \$1,500,000. This group of four concerns, after the manner of the three tailors of Tooley street, announced that having purchased "all the raw material," they (in the words of the treasurer of the National Company) couldn't "really see how other people were going to manufacture cordage without sisal or Manila." Despite this confident announcement, "other people" did make cordage and, in the course of a few months, the National Cordage Company and its four concerns learned that the cordage business was not easily controlled, for their stock of raw material had to be sold for less than they paid for it, the loss being an exceedingly severe one.

This unsuccessful operation taught the four concerns that they could not dominate the industry alone. So they endeavored to obtain the cooperation of other manufacturers. After trying arrangements to buy fibre together they formed a "trust," which included between 13 and 17 manufacturers. These manufacturers leased their plants to the combination. With all their efforts the original four were unable to induce all the cordage manufacturers to enter the combination. Again the National Cordage Company sought to control the cordage business by purchasing fibre, and some of the independent manufacturers were forced to purchase fibre from the National Company

In the spring of 1890 the National Company sold fibre to some of those not directly connected with the combination, and it expected, in this way, to make the independent makers allies of the combination. After a certain contract with the Pearson Cordage Company was signed, the fibre market advanced and the National Cordage Company repudiated the contract. Suit was brought by the Pearson Company to recover damages caused by the neglect of the National Company to carry out the contract, and a verdict of \$41,391 was rendered in favor of the Pearson Company. The National Company appealed and the decision was affirmed. At the trial of the case, Assistant Treasurer B. Preston Clark, of the Pearson Company, testified that the Pearson Company had (previous to April, 1890) signed an agreement with the National Company for the latter corporation to act as "general agent to buy hemp," and that a similar agreement was to be made with all the other manufacturers. This effort to control the industry was a failure. Benjamin C. Clark, who was president of the Pearson Cordage Company, writing in 1895, said of this attempt : "But no one who joined the National knew the terms made with his neighbor, and it was not long before distrust and suspicion ruined the whole project."

Still, the four concerns self-appointed to master the cordage industry of the United States were not convinced that the task was beyond their ability to perform. So they formulated a project that was intended to at once put profit in their pockets and enable them to extend their operations. Having obtained the cooperation of seven other manufacturers, it was decided to increase the capital stock of The National Company and to offer some of the shares to the public. On August 25, 1890, the stock of The National Company was increased to \$5,000,000 8 per cent. cumulative preferred stock and \$10,000,000 common stock. This preferred stock was offered to the public banking houses of New York, and the proceeds divided between the owners of the 11 plants combined. Of the common stock, \$8,500,000 was at once distributed between the owners of the four original mills.

Floating the preferred stock and the distribution of the common stock brought The National Cordage Co. into Wall street, its shares being listed on the New York Stock Exchange on January 28, 1891. After a few weeks the shares became popular mediums of speculation, and from that time to May 4, 1893, the Wall street operations of The National Cordage Co.'s directors

were as extensive and received as much attention as, if not more than, their operations in the industry. Numerous transactions that were consummated after the public placing of the shares were believed to be more for the purpose of influencing the price of the shares in the stock market than for any other reason.

With all their previous experience in attempting to control the fibre market and to make huge profits by manipulating raw material values, the National Company tried to make its increased capital stock valuable by further operations in fibre. Again the effort to make great riches was a failure. Receiver E. F. C. Young, of the National Company, in a bill of complaint filed in the United States Circuit Court on August 17, 1896, charged that the National Company's directors engaged in "speculations in hemp" between August 25, 1890, and September 18, 1891, with the result that "the amount of funds of said corporation so used and lost was about \$5,000,000." This is one illustration of the potent power possessed by a large corporation, with ample funds, to purchase raw material cheaply and to control raw material supplies to the detriment of competitors.

Nevertheless, the National Company paid dividends on its preferred and common stocks while this loss of "about \$5,000,000" was being incurred. Receiver Young alleged that dividends of \$950,000 were declared when they were not earned and while the operations of the company were being conducted at a loss. These facts should be borne in mind when the terrible "twine trust" is being discussed.

During the year 1891 the officers of the National Company purchased the plants of eight manufacturers, and issued bonds to the amount of \$6,000,000 on them, the titles to which were held by an auxiliary company called the Security Corporation. Five other mills were also acquired, as well as the binder twine machinery of another plant, and the plants of several other manufacturers were leased. At about the same time the National Company leased the plants of the three leading cordage machine

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

manufacturers in this country at large rentals in order to prevent them from supplying machinery to new competing manufacturers.

At the beginning of the year 1892 the National Cordage Company's control of the cordage productive facilities of the country had about reached the nearest it ever came to a complete monopoly, but even then the Plymouth Cordage Company, Edwin H. Fittler & Company, the Pearson Cordage Company and others were independently making rope and binder twine. Even controlling so much of the industry, the National Company were not able to dictate prices or prevent the few independent concerns from making money. If the National Company raised prices, the independent companies made a greater percentage of profit than the National Company, while, if the National Company depressed prices for the purpose of causing loss to its competitors, that company lost more than they did, actually and relatively, for the cost of acquiring the mills it purchased was large and out of all proportion to their actual value, while the rentals paid to control other plants and salaries to control individuals were a heavy drag on the National Company.

Most damaging of all, however, to the National Cordage Company was the fact that its operations, including the purchase of mills for far more than they cost, stimulated the erection of new mills, whose competition had to be borne or the mills bought at inflated prices. Competition of all kinds was brought out by the National Company's methods. Within a few weeks of the National Company leasing the existing cordage machine shops, two other concerns began to manufacture cordage machines. Large buyers of binder twine were tempted to erect mills for its manufacture, because they were not willing to be subservient to the National Company. In a number of cases, those who were made suddenly rich by receiving two or three prices for their old cordage works, invested some of their gains in new cordage plants, hoping, perhaps, that the National Company would repeat former purchases. In one western city the owners of a mill sold it to the National Company and within a year erected another, which was also sold to the National Company, and some of the stockholders at once formed another corporation and erected a third plant. Despite the duty on binder twine then, in 1892 a manufacturer in Belfast, Ireland, sent agents to this country and entered into active competition with the National Company. Three prisons also competed with it, having installed binder twine machinery.

All of this had the natural effect of forcing

It Pays to Change

from poor paint to S.-W. P. It pays from every point of view.

Poor paint sells at a lower price per gallon, and you may therefore think it would be hard work to introduce S.-W.P. at a higher price. But it's only a question of time before some fellow in your town will be doing it and he'll win!

Even if it does require some back-bone along that line—the work is easier in every other point.

You don't have to patch up complaints with S.-W.P.

You don't keep losing your old trade with S.-W.P.

You don't have to struggle for new trade to keep up the sales of S.-W.P. It advertises itself by its good quality.

Good paint, good advertising and good methods make paint selling easy with S.-W.P.



CLEVELAND.
CHICAGO.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO.

SAN FRANCISCO
KANSAS CITY.

THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.



the National Cordage Co. into the hands of receivers on May 4, 1893. It had been an utter failure from whatever point of view it may be considered. Despite the many and different methods it employed to control the cordage trade and obtain profit, it was never able to do so. One who was with the National company from beginning to end, and had access at all times to its books, stated this year that the National Company never made a dollar in its whole existence.

The United States Cordage Co. was organized to continue the business of the National Company, and, after losing the cash capital contributed by the shareholders, who hoped to retrieve their losses in the National Company, it, too, went into the hands of receivers on June 1, 1895. It was reorganized, and the Standard Rope and Twine Co. was incorporated on November 8, 1895, as its successor. It has never paid a dividend on its shares, and its report for last year shows a surplus, after paying expenses and charges, of only \$2,041. Since the failure of the National Company many of the mills once controlled by it have been allowed to pass into other hands, and a number of them are now independent and competing concerns. The Standard Rope and Twine Co. owns only four mills and a mill site, in addition to certain mill property that is practically for sale. It has numerous

competitors, and it has no control over the cordage industry. Many of its competitors are far stronger.

This, then, is the history of the terrible "twine trust" which is causing sleepless nights for those engaged in denouncing "trusts." Would it not be well for those so employed to devote a little time to studying the subject they expound so glibly? If other alleged "trusts" were investigated it is extremely probable that it would be found that they are no more powerful than the National Company was, and that their history and end are to be little different, except in minor details. This history of the defunct "cordage trust" may throw light on the possibilities of other so-called "trusts."

TILSONBURG HARDWAREMAN DEAD.

Mr. Rodgers, of the firm of Rodgers & Torrens, hardware merchants, Tilsonburg, Ont., died at his home in that town on Saturday, November 10, from tuberculosis of the bowels. He was one of Tilsonburg's bright young men and his death has caused a vacancy which will be very hard to fill. Mr. Torrens, his partner, will likely continue the business.

John J. Campbell is starting as general merchant in International Pier, N.S.

MALLEABLE IRON AS CAST STEEL

Malleable iron is being sold as cast steel for small castings, and the fraud, as discovered recently in the department of tests in one of the large railroads, is interesting, says The American Engineer and Railroad Journal. A casting bought as cast steel, and for which the corresponding price was paid, was accidentally broken and the fracture was that of malleable iron. Complaint was made to the makers and the part returned as proof. This brought indignant protests from the manufacturers and the sample was returned to the purchasers, but the appearance of the fracture had changed and it then looked like tool steel, so fine was the grain. The transformation interested the test officer of the road to the extent of a patient investigation, which revealed the fact that the fracture of malleable iron may be changed to that of very hard and fine steel by heating and chilling. By doing this, fractures at one end of a piece of malleable cast iron may be so much like that of fine steel as to deceive even the expert, while that at the opposite end is the characteristic fracture of malleable iron.

NEW FIRMS STARTING.

Fred Nelson is opening a general store in Lower Stewiacke, N.S.

L. J. Amirault is starting as general merchant in Pubnico, N.S.

Murray McLeod is commencing as general merchant in Sydney, N.S.

Roof & Armstrong are about to start a general store in Sydney, N.S.

A. Williston & Co. are opening business as fish dealers in Glace Bay, N.S.

PERSONAL MENTION.

Mr. Frank Child, of Aaron Child & Son, hardware merchants, Gravenhurst, Ont., was in Toronto on a business trip the other day.

The trade will be pleased to learn that Mr. T. B. Alcock, secretary of The Gurney Foundry Co., Toronto, is again in harness, having returned to work on Monday after five weeks' serious illness. He is sound and hearty again, and, needless to say, as genial as ever.

DID HE COLLECT?

Here is a true story of one of our hardware clerks, says The Downs (Kan.) Times: "A little four-year-old girl walked into one of the hardware stores some time ago and had a bolt put in her little express wagon. When the job was completed she asked the clerk what the charges were. The clerk informed her that a kiss would pay the bill and the little lady said, 'All right, mamma will pay you.'"

IVER JOHNSON
GUNS
and
REVOLVERS

Absolutely Safe.

THE IVER JOHNSON Semi-Hammerless
Automatic Ejector Gun

is constructed on entirely new principles. No top or side action. Opened, closed and fired without changing the position of the hands. 12 or 16 gauge. 30 or 32-in. barrels.

Sold by leading dealers.

SEND FOR CATALOGUE.

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.

COMPARE OUR . . .
BOLTS, NUTS, SCREWS
RIVETS and WIRE

with any other and you will find they are the Best.

CHALCRAFT SCREW CO., - Brantford, Ont.

ESTABLISHED 1868.

The Globe File Mfg. Co'y
PORT HOPE, ONT.

Manufacturers of High-Grade

**GLOBE
BRAND,
WARRANTED
FOR ALL PURPOSES.**

**FILES and
RASPS**

Sold by all prominent Hardware Merchants from the Atlantic to the Pacific.
Prices always right.

A FULL STOCK CARRIED IN MONTREAL.

WALTER GROSE, Selling Agent.



H. S. HOWLAND, SONS & CO.

WHOLESALE.
ONLY

37-39 Front Street West, **Toronto.**

ONLY.
WHOLESALE

SLEIGH BELLS.



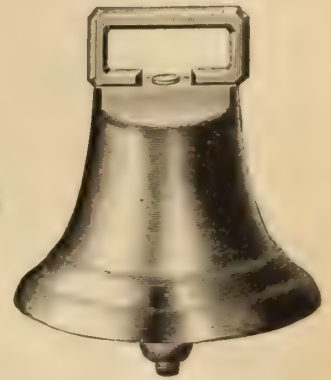
Strapped Open Bells.



Stamped Steel and Cast Metal Gongs.



Shaft Gongs, Nickel Plated, Plain, Harmonized
and tuned to Octaves.



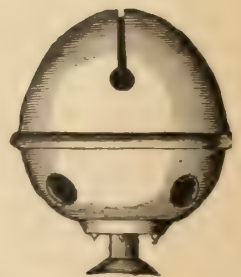
Team Bells.



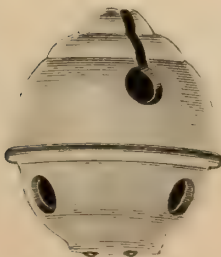
Commuck Bells.



Body Bells.



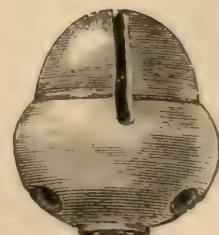
Dexter Bells.



C. O. C. Bells.



Centennial Bells.



Dome Bells.

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY.

Graham Wire and Cut Nails are the Best.

OUR PRICES
ARE RIGHT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ALFRÉD FOURNIER, general merchant, has assigned to V. E. Paradis, Shawenegan Falls, Que.

J. R. Durand, tinsmith, Berthier, Que., has compromised at 25c. on the dollar.

George Theriault, general merchant, Bonfield, Ont., is offering 60c. on the dollar.

E. A. Parent has been appointed curator of Arthur Matte, hardware dealer, Quebec.

V. E. Paradis has been appointed curator of Pierre Moisan, general merchant. St. Raymond, Que.

The Ottawa Trust and Deposit Co., Limited, have been appointed curators of Ritchie & McAdam, general merchants, Quyon, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Mignerone & Gohier, coal and wood dealers, St. Laurent, Que., have dissolved.

SALES MADE AND PENDING.

M. Shalloe, hardware dealer, Park Hill, Ont., has sold out.

F. J. Arnold, tinsmith, Granton, Ont., is advertising his business for sale.

The stock of the estate of H. B. Cooper, general merchant, Rossburn, Man., is advertised for sale.

The stock of D. Tremblay, general merchant, Point au Pic, Que., has been sold at 67c. on the dollar.

The assets of George F. Beverly, hardware dealer, etc., St. John, N.B., have been sold for \$1,950.

Thomas Howard, blacksmith and carriagemaker, London, Ont., is advertising his business for sale.

The stock, etc., of J. Montgomery & Son, general merchants, Newmarket, Ont., is advertised for sale by auction on Friday, November 16.

CHANGES.

Drouin & Plourde are starting as tinsmiths, Windsor Mills, Que.

Benjamin Bowser, blacksmith, Glenboro, Man., has sold out to H. Eby.

H. B. McKay, blacksmith, Kintall, Ont., has sold out to John Anderson.

James Durnin, general merchant, Lanes, Ont., has sold out to Sydney Gibson.

R. G. Casemore, general merchant, Bluevale, Ont., has sold out to George Porter.

Margaret A. McMurray, tinsmith, etc., Welland, Ont., has sold out to W. R. Walker.

Heinrich Litka, general merchant, etc., Strathcona, N.W.T., has retired from business.

D. D. York, dealer in agricultural implements, Harrietsville, Ont., has sold out to Charles Eden.

Thomas Williamson, harness dealer, St.

John, N.B., has left that city, and his store is closed.

George Scott, blacksmith, Red Deer, N.W.T., has retired from business.

F. Schwinck, general merchant, Bullock's Corners, Ont., has been succeeded by Israel Swartz.

D. L. Charwin, general merchant, etc., Comber, Ont., has been succeeded by Charwin & Rondet.

Andrew Doig, dealer in agricultural implements, Glenboro, Man., has sold out to Bowser & McDonald.

N. W. Keddy, general merchant, Chester Basin, N.S., has sold out his business in that place to Oxner Bros.

DEATHS.

L. K. Palmer, carriagemaker, Stanbridge, East Quebec, is dead.

C. H. Rodgers, of Rodgers & Torrens, hardware dealers, Tilsonburg, Ont., is dead.

W. H. Hopgood, of R. Tuplin & Co., general merchants, Kensington, P.E.I., is dead.

A POINTER.

On another page we call your attention to an advertisement for sewing machines.

This line is rapidly falling into the hands of the hardware dealer in the United States. It readily commends itself to the live merchant who wants to increase his sales.

Sewing machines sell right alongside of cook stoves; they are a household necessity, and the aggressive dealer is fast finding this out.

Caverill, Learmont & Co., Montreal, represent The National Sewing Machine Co., of Belvidere, Ill., the largest makers of sewing machines in the world, who have a yearly output of 180,000 finished machines.

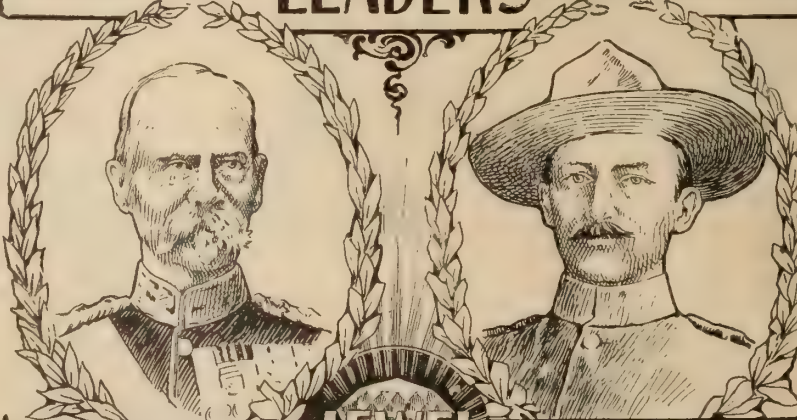
CASH VS. CREDIT TRADE.

One of the foremost retailers, says an exchange, of Greater New York recently remarked: "If I had to begin business over again I would start on the cash basis. That is the secret of the phenomenal success of James Butler. He is a saver of intermediate profits and avoids large expense by avoiding a credit business, which no one, no matter how careful, can carry on without loss."

"That may be true," said the listener, "but to do a cash trade would mean that you could not do a business in high-grade goods nor reach the class of customers you do."

"That is right. But, after all, selling goods to the masses for cash, and not to the classes on credit, is the surest and easiest way to success."

THEY ARE LEADERS IN THEIR LINE



SO ALSO ARE JEWEL STOVES & RANGES

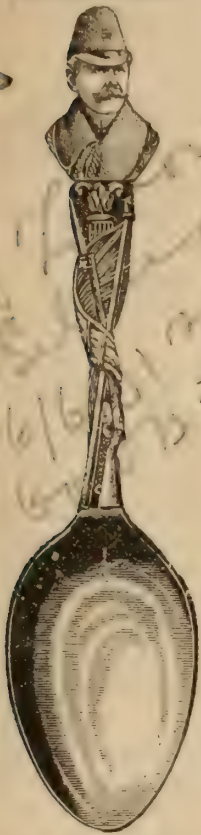
The

Manufactured by

Burrow, Stewart & Milne Co.
HAMILTON, ONT. ... Limited

NEW CATALOGUE now ready.

Above cut will be sent to any customer for advertising in local papers.

"Not in the Trust."Col. Otter
Souvenir Spoon.Write for
Catalogue.

This, as well as Lord Roberts and Baden-Powell Souvenir Spoons, is made only in Sterling Silver, at \$12.00 per dozen net.

The name of a place engraved in the bowl of same adds \$1.80 net per doz. to this price.

The Toronto Silver Plate Co.

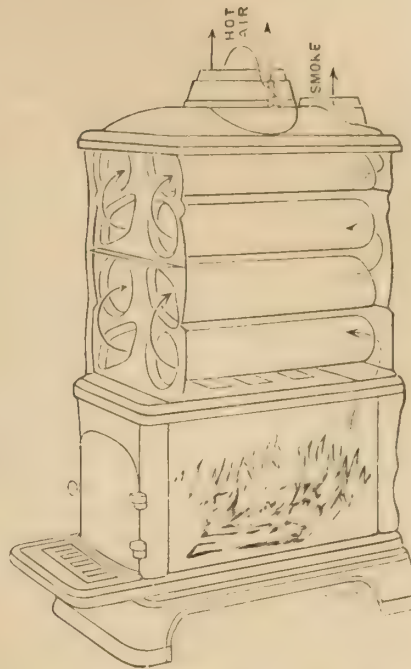
LIMITED

Silversmiths and Manufacturers
of Electro Silver Plate.

FACTORIES AND SALESROOMS:

King St. West, Toronto, Canada

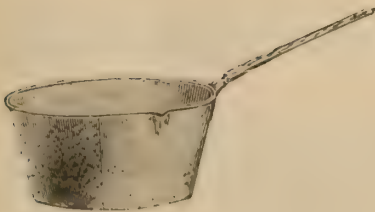
E. G. Gooderham, Managing Director.

COPP'S WARRIOR HEATER**For Coal or Wood.**

IN the last two issues of this excellent trade journal, we have illustrated the external appearance of our wonderful heater. The cut here illustrated represents an internal view. No heater made in America will give the same heat on the same consumption of fuel as Copp's Warrior Heater.

Two Sizes:**Nos. 28 and 34.**Established 1860.Incorporated 1895.**"Crescent" Steel
Enamelled Ware**

AWARDED

**Gold Medal,
Paris, 1900.**

has more than its past reputation upon which to base its claims for superiority. Its color, smoothness and finish, coupled with its great durability and the extensive variety of its lines, place it at the head of high-grade wares without any assistance from the fact that it is the ware that has held the markets of the United States for twenty years.



It is manufactured with the greatest care, sold on its merits, and never fails to satisfy.

Do you handle it? If not, write us for prices.

The THOS. DAVIDSON MFG. CO., Limited,
MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, November 16, 1900.

HARDWARE.

BUSINESS has recovered from the effects of the elections and a brisk trade has been done this week. The cool weather has also materially brightened business, causing, besides a demand for snow shovels and winter sporting goods, a good run on stoves and furnaces. The tone of the market is still firm, the feature of the week being the withdrawing of prices on bar iron, on account of the increased cost of raw material. The tone of the American market is firm; whether this is only a temporary bull fervor occurring just on the close of the elections is still to be decided. The general impression is that this winter will see a gradual advance in prices. There are rumors going the rounds that nails are to be advanced 25c. a keg; how true it is, we cannot say. Certainly, the strong feeling in scrap, and the higher tendency in steel billets in the United States, coupled with the fact that the Canadian prices on nails are so low that American nails

could not be imported under values 50c. below those prevailing here, would leave room for manufacturers to raise their quotations. On the other hand, as trade will now slow down for the winter season, there will be no inducement to take such a step. It is evident that houses are carrying over small stocks this year. The demand runs along in sorting orders of shelf goods and in winter supplies.

BARB WIRE—No change has taken place in barb wire, and the demand is slow at \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE.—Very little is moving. We quote as follows: Nos. 4 and 5, \$4.52½; Nos. 6, 7 and 8 guage, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

SMOOTH WIRE—Annealed wire continues to meet a fair inquiry. The base price is \$2.80 per 100 lb.

FINE STEEL WIRE—The usual trade is doing and the market is without feature. The discount is 17½ per cent. off the list.

BRASS AND COPPER WIRE—The market continues without fluctuation. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—The amounts moving are not large. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—Wire nails are still in fair inquiry, with the market unchanged at \$2.85 for small lots and \$2.75 for carlots, f.o.b. Montreal, Toronto, Hamton, London, Gananocqua, and St. John, N.B.

CUT NAILS—The feeling in cut nails is decidedly improved, and we have heard whispers of an anticipated advance in sympathy with the advance in bar iron. We quote \$2.35 for small and \$2.25 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Horse nails are in good demand with the discounts unchanged at 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—Horseshoes are becoming scarce, a situation due to the good fall



Attractive in Appearance.

TWO COAL SAVERS.

"Famous" Heater

BURNS COAL OIL

A Powerful Heater.
Cheap to Operate.
Reasonable in Price.

Every part is made from sheet metal.

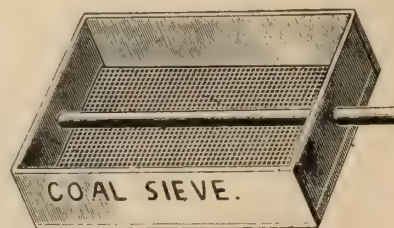
No Castings to Crack.
Light to Move.

One Piece Seamless Copper Oil Tank—Cannot Leak.

THE MINERS' STRIKE in Pennsylvania has increased the cost of coal.

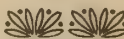
Your customers cannot afford to waste good cinders, and must have a

McClary Cinder Sieve

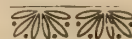


COAL SIEVE.

SIZE—12 x 15 INCHES.



Handles and Sieves packed separately for shipping half-dozen in a bundle.



The heavy wire bottom is so constructed as to allow all ashes to pass through readily, while the unburnt coal is retained. The Box Part is made from 1-inch red-stained wood.

Supplied with turned wood handle, 3½-ft. long.

Increase your sales by having a sample of the above-mentioned articles.

THE MCCLARY MFG. CO.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

VANCOUVER.

What does "good" mean in galvanized iron? Like lead for softness and stayableness, like steel for toughness and strength; and flatter than any flounder man ever caught in the sea.

American Sheet Steel Company, New York

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

demand. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—Sorting orders make up a good volume of business. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.

BOLTS—Trade in bolts is good and the feeling steady. Discounts are: Carriage bolts, 65 per cent.; machine bolts, 65 per cent.; coach screws, 75 per cent.; sleigh shoe bolts, 75 per cent.; bolt ends, 65 per cent.; plough bolts, 60 per cent.; square nuts, 4¼c. per lb. off list; hexagon nuts, 4¾c. per lb. off list; tire bolts, 67½ per cent.; stove bolts, 67½ per cent.

COTTERPINS — The demand continues good. We quote as follows: 55 per cent. off English list, or, according to American list, all sizes but ¾ in. wire, 80 per cent. off, and ¾ in. wire, 70 per cent. off.

RIVETS—There is nothing new to note. The discount on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., cooper's rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE—The feeling is steady at the reduced figures. Manila is worth 10¾c. per lb. for 7-16 and larger; sisal is quoted at 7¾c. per lb. for 7-16 and larger. Lath-yarn is worth 7¾c. per lb.

SPADES AND SHOVELS—Snow shovels are the principal object of attention. Other lines are fairly slow. The discount is 40 and 5 per cent.

TACKS—The usual trade is doing in all grades of tacks. We quote: Carpet tacks, in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—Supplies are arriving freely just now, with the demand continuing about the same. The prices range about \$17 to \$24, as to brand, ex wharf.

CEMENT—Trade keeps up fairly well. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10 per bbl.

METALS.

The upward tendency continues. Pig iron, although not quotable higher, is firmer

RUSSIA IRON

Genuine and Imitation.

CANADA PLATES

Ordinary and All Polished.

SHEET ZINC "V.M." Brand SANDERSON'S CAST STEEL.

In stock at Montreal. Close prices to
wholesale buyers.

A. C. LESLIE & CO.

AGENTS, MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

PIG TIN
INGOT COPPER
LAKE COPPER
PIG LEAD
SPELTER
ANTIMONY

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

These Cuts represent a Front and Back View of our



Elastilite Cabinet Show Can

which we give free with twelve gallons, assorted sizes, of Elastilite Varnish, to new customers.

It is about three feet high, and in proportion to a one-gallon can; beautifully lithographed.

It makes a splendid centre-piece for dressing the window or counter, is very convenient for storing the Elastilite Varnish, and is a constant reminder to all that they have some varnishing at home to do, and, when people are convinced you have something they want, your sale is as good as made. This is where Elastilite will help you.

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz.:

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

than it was. The rolling mills have withdrawn quotations on bar iron and will make no future contracts. Orders for band iron have been refused at old figures and 10c. additional is asked. Iron pipe, both black and galvanized, is scarce, as also is galvanized Canada plate. Terne plates are lower, while the winter freight rates make steel higher.

PIG IRON—Canadian pig iron is in better demand than it has been, due to an improved feeling across the border. It is worth about \$20 a ton, with Summerlee about \$24 or \$25.

BLACK SHEETS—Trade in black sheets is good this week. We quote: \$2.95 for 8 to 16 gauge.

GALVANIZED IRON—Is still called for in fair quantities. We quote as follows: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—The market is steady at 17½c.

INGOT TIN—On the New York market an advance is expected. The local price is 34c. for Lamb and Flag.

LEAD—Unchanged at \$4.75.

LEAD PIPE—Orders are still coming in. We quote 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—Both black and galvanized pipe have been scarce this week. We quote

as follows: Black pipe, ¼, \$2.80 per 100 ft.; ⅜, \$2.80; ½, \$2.80; ¾, \$3.05; 1-in., \$4.35; 1¼, \$5.95; 1½, \$7.10; 2-in., \$9.45. Galvanized, ½, \$4.90; ¾, \$5.40; 1-in., \$7.35; 1¼, \$9.75; 1½, \$11.70; 2-in., \$15.75.

TIN PLATES—Business is not brisk. We quote: Coke, \$4.50; charcoal, \$4.75.

CANADA PLATE—Galvanized plate is still somewhat scarce. Otherwise, the market is without features. We quote: 52's, \$2.90; 60's, \$3; 75's, \$3.10; full polished, \$3.75, and galvanized, \$4.60.

TOOL STEEL—We quote: Black Diamond, 8c.; Jessop's 13c.

STEEL—We quote: Sleighshoe, \$1.85; tire, \$1.95; spring, \$3.10; machinery, \$3.25, and toe-calk, \$2.50.

TERNE PLATE—Are reduced to \$8.25.

SWEDISH IRON—Unchanged at \$4.25.

COIL CHAIN—Trade is dull. We quote as follows: No. 6, 11½c.; No. 5, 10c.; No. 4, 9½c.; No. 3, 9c.; ¼-inch, 7½c. per lb.; 5-16, \$4.60; 5-16 exact, \$5.10; ¾, \$4.20; 7-16, \$4.00; ½, \$3.75; 9-16, \$3.65; ⅝, \$3.35; ¾, \$3.25; ⅞, \$3.20; 1-in., \$3.15.

SHEET ZINC—The price is still 6¼ to 6½c.

ANTIMONY—Unchanged at 10½c.

GLASS.

Trade in glass is fair. Values remain as they were. We quote: First break,

\$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

The elections being over, a somewhat brighter feeling pervades the paint and oil trade. Since our last report the market has been characterized by great steadiness. There has been a total absence of fluctuation. Linseed oil is still in fair demand. Turpentine does not show any change and a fair business is being done. We hear of some very large shipments of ready-mixed paints, some of the manufacturers who make a specialty of liquid colors being extremely busy, considering the time of year, in this department. White lead is still in fair demand only and dry colors show but a small volume of trade. In view of the early closing of navigation, dry red lead, orange mineral and litharge are held more firmly and quotations are appreciated about 25c. per 100-lb. on these products. Large importers are now asking about 7¼ to 8c. for orange mineral in casks. There has been an extraordinary demand for putty, the sudden cold snap having made glazing very general. We quote:

WHITE LEAD—Best brands, Government standard, \$6.50; No. 1, \$6.12½; No. 2,

\$5.75; No. 3, \$5.37½, and No. 4, \$5, all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.50; in kegs, \$5.75.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 82c.; boiled, 85c., five to nine barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 63c.; two to four barrels, 62c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

The tone of the market is strong, with wrought and cast iron scrap higher. Supplies are scarce. We quote as follows: Heavy copper and wire, 13 to 13½c. per lb.; light copper, 12c.; heavy brass, 12c.; heavy yellow, 8½ to 9c.; light brass, 6½ to 7c.; lead, 2¾ to 3c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$13 to \$14 per gross ton; No. 1 cast, \$12 to \$13; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4.

PETROLEUM.

The market continues without change. We quote: "Silver Star," 15 to 16c.; "Imperial Acme," 16½ to 17½c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

The situation is steady at last week's advance. We quote as follows: Beef hides, No. 1, 9c.; No. 2, 8c.; calfskins, No. 1, 8c.; No. 2, 6c.; lambskins, 80c. each; sheepskins, \$1.05 each.

MONTREAL NOTES.

The Canada Paint Co. report a brisk trade in carriage and superfine colors. They have recently made large shipments of carriage varnishes and coach colors, ground and japan, to Demerara, Jamaica.



Sample Design No. 429.

are in popular favor with the fastidious, as well as the practical people. They represent the triumph of beautiful, durable, fireproof and sanitary interior decoration.

Our Metallic Ceilings and Walls

Accurate in design, fitting perfectly—every smallest detail of the patterns continuing throughout with absolute precision.

They give the acme of satisfaction at moderate cost.

Fullest information in our finely illustrated Catalogue.

METALLIC ROOFING CO., LIMITED,

Wholesale Mfrs.

King and Dufferin Sts, TORONTO

ONTARIO MARKETS.

TORONTO, November 16, 1900.

HARDWARE.

OWING to the excitement last week, caused by the return of the troops from South Africa on Monday and the elections in Canada and the United States, the number of orders sent in by travelers proved to be smaller than usual, so the wholesale houses are not as busy as would otherwise be the case. Travelers are now sending in good orders and business is likely to continue brisk for sometime in all goods for December and Christmas trade, such as skates, sleigh bells, cutlery, furnace shovels, etc.

BARB WIRE—Business in this line is practically over. We still quote \$3 from stock, and \$2.85 f.o.b. Cleveland, for carlots, and \$2.95 for less than carlots.

GALVANIZED WIRE—Prices for the new season have not yet been issued. They are expected in a few days. Meanwhile we quote from stock, Toronto, as follows: No. 5, \$4.42½; Nos. 6, 7 and 8 gauge, \$3.75; No. 9, \$2.90; No. 10, \$3.90; No. 11, \$4.95; No. 12, \$3.15; No. 13, \$3.25; No. 14, \$4.30; No. 15, \$4.90; No. 16, \$5.05.

SMOOTH STEEL WIRE—There is not much doing except in hay-baling wire. In other lines, the only business that will be done for some time will be in orders for future delivery. The base price is unchanged at \$2.80 per 100 lb.

WIRE NAILS—Trade continues fair and the base price unchanged at \$2.85 per keg in less than carlots, and \$2.75 in carlots.

CUT NAILS—There has been a slight

improvement in the volume of trade, but prices are steady at \$3.35 per keg.

HORSESHOES—A good, steady trade is doing. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

HORSE NAILS—Trade is still fairly good. Discount, 50 per cent. on standard oval head and 50 and 10 per cent. on Acadia.

SCREWS—The demand is moderate. Prices are unchanged. We quote wood screws as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—Movement is fair. Prices are unaltered. We quote as follows: Carriage bolts (Norway), full square, 70 per cent.; carriage bolts, full square, 70 per cent.; common carriage bolts, all sizes, 65 per cent.; machine bolts, all sizes, 65 per cent.; coach screws, 75 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 65 per cent.; bolt ends, 65 per cent.; nuts, square, 4½c. off; nuts, hexagon, 4¼c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

RIVETS AND BURRS—Trade continues good. Discount, 60 and 10 per cent. on iron rivets; iron burrs, 55 per cent.; copper rivets and burrs, 35 and 5 per cent.

ROPE—A firmer feeling pervades this market, but there is not yet much doing. The base price of sisal is now $7\frac{1}{2}$ c., and for manila $10\frac{1}{2}$ c. per lb. Cotton rope is unchanged as follows: 3-16 in. and larger, $16\frac{1}{2}$ c.; 5-32 in., $21\frac{1}{2}$ c., and $\frac{1}{8}$ in., $22\frac{1}{2}$ c. per lb.

SPADES, SHOVELS AND SCOOPS—Buyers are sending in good orders for furnace shovels and scoops, snow shovels, etc. Other lines are quiet.

SPORTING GOODS—There is still a good movement for this time of the year. The discount on Rival and Nitro loaded and empty shells has been removed, and now the net list is quoted.

CUTLERY—A better trade is doing than was noted last week, and, in fact, better than usual at this time of the year.

CEMENT—Trade is much reduced in volume by the cold weather. Prices are unchanged. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

A strong feeling seems to pervade the market, and orders for immediate delivery are coming in much more briskly than a week ago. A general firmness is manifested, except in pig lead, the strongest feeling being shown in pig and bar iron, the latter particularly.

PIG IRON—Owing to the stronger tone in the United States the local market is steadily stiffening. No new quotations are to hand, however.

BAR IRON—There is a good trade doing, as an advance is anticipated. No change is yet reported, so \$1.60 to \$1.65 still holds good.

HOOP STEEL—A more active trade is being done than was noted a week ago. Prices are steady at \$3.10. A very active demand is reported. The feeling continues firm. Quotations are still 34 to 35c.

TIN PLATES—The demand continues to improve. Prices are steady.

TERNE PLATES—There is a little more inquiry for this line, but not much business is being done as yet. No change is noted in prices. 1 C are quoted at \$8.75 and 1 X at \$10.75.

TINNED SHEETS—The movement is better than last week. Prices are steady. We quote 28 gauge at 9 to $9\frac{1}{2}$ c. per lb.

BLACK SHEETS—A very good trade is doing. Stocks are rather light. Prices are steady, with \$3.40 per 100 lb. still the base quotation.

GALVANIZED SHEETS—Trade still continues good. We quote English sheets at \$4.85 and American at \$4.50.

CANADA PLATES—Trade keeps good in this line. Prices are unchanged as follows: All dull, \$3.15; half and half, \$3.25; and all bright, \$3.85 to \$4.

IRON PIPE—Prices are fairly steady since the reduction last week. Black pipe is now quoted as follows: $\frac{1}{4}$ and $\frac{3}{8}$ in., \$3; $\frac{1}{2}$ in., \$3.05; $\frac{3}{4}$ in., \$3.20; 1 in., \$4.60; $1\frac{1}{4}$ in., \$6.35; $1\frac{1}{2}$ in., \$7.55; 2 in., \$10.10. Galvanized pipe is as follows: $\frac{1}{2}$ in., \$4.65; $\frac{3}{4}$ in., \$5.35; 1 in., \$7.25; $1\frac{1}{4}$ in., \$9.75; $1\frac{1}{2}$ in., \$11.25; 2 in., \$15.50.

LEAD PIPE—There is a good demand. We quote 7c. per lb. with discount 15 per cent., f.o.b. Toronto.

PIG LEAD—A brisk demand is reported. Stocks are light. Prices are slightly easier. We quote $4\frac{3}{4}$ to 5c. per lb.

SOLDER—Trade is better and prices steadier. We quote half and half, 20 to 21c.; refined, 19 to 20c.; wiping, 19 to $19\frac{1}{2}$ c.

COPPER—A fair trade is being done in small lots. We quote ingot at 19 to 20c.; bolt or bar at $23\frac{1}{2}$ to $25\frac{3}{4}$ c.; and sheet at 23 to $23\frac{1}{2}$ c.

BRASS—Prices are steady on the United States market, so a firmer feeling is manifested here. Discount on rod and sheet is still 15 per cent. off.

ZINC SPelter—There is a decided improvement in this line. Prices are firm at 6 to $6\frac{1}{2}$ c.

RANGE BOILERS—A decline of 75c. is noted on all galvanized boilers. We quote 30 gallons, \$6.50; 35 gallons, \$7.50; 40 gallons, \$8.50. There is no change in copper boilers for which the discount is still 10 per cent.

ZINC SHEET—A moderate demand is noted. We quote: Cask lots, $6\frac{3}{4}$ to 7c., and part casks, 7 to $7\frac{1}{2}$ c. per lb.

ANTIMONY—A moderate business is doing. We quote 11 to $11\frac{1}{2}$ c. per lb.

PAINTS AND OILS.

There is a fair trade doing. Prices keep firm throughout, and turpentine has advanced one cent. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.62 $\frac{1}{2}$; No. 1, \$6.25; No. 2, \$5.87 $\frac{1}{2}$; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to $7\frac{1}{2}$ c.

ORANGE MINERAL—Genuine, 8 to $8\frac{1}{2}$ c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whitening, 75 to 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

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COVERT MFG. CO.

West Troy, N.Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name...

NEWMAN'S INVINCIBLE

FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS, LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

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LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1 90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 84c.; boiled, 87c.; 5 to 9 barrels, raw, 83c.; boiled, 86c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 64c.; two to four barrels, 63c., to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

Quite a large number of orders for window glass, especially for storm sash, for quick delivery, are being received. We now quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4.10; double diamond under 26 united inches, \$5.75, Toronto Hamilton and London; terms 4 months or 3 per cent. 30 days.

PETROLEUM.

There is a fair movement. In the quotations below the lower prices are for outside buyers and the higher for city delivery. We quote: Pratt's Astral, 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 16½ to 17c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

COAL.

The strike caused a great accumulation of orders for anthracite. Since the resumption of work attention has been principally paid to supplying the lake trade before the close of navigation. Hence the movement to rail points is slow, and will not likely be brisk for some time. Prices are 50c. higher than they were previous to the strike. We quote on cars Buffalo and bridges: Grate, \$4.75 per gross ton and \$4.25 per net ton; egg, stove and nut, \$5 per gross ton and \$4.46 per net ton.

MARKET NOTES.

Range boilers are 75c. lower.

Pig lead is ¼c. lower. It is now quoted at 4¾ to 5c.

Painted screen wire cloth has been reduced 50c. per 100 sq. ft. net. The price is now \$1.50.

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETTE," suitable for Advertising Tablets, Signs, Facias, Direct on Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C. - 128 Hope Street, Glasgow - 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

GLAZIERS' DIAMONDS

of every description
Reliable Tools at low prices.



A. SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade
lineal successors of the inventor and patentee, J. SHAW.

If you want the best

BUY

Banner Cold Blast Lanterns
Climax Safety Tubular Lanterns
"Never Break" Lead Globes
Banner Lamp Burners
Brilliant Lamp Burners

(Perfectly constructed, highly finished.)

Supplied only through the wholesale trade.

THE ONTARIO LANTERN CO.

WALTER GROSE, Montreal,
Sole Selling Agent

Hamilton, Ont.



The discount on escutcheons, keys and Peterboro' bells has been raised to 45 per cent. It formerly was 27½c. per cent.

The discount on medium and light soil pipe is now 60 and 10 per cent., instead of 50 per cent., and on heavy 60 per cent., instead of 45 per cent., as last reported.

THE VALUE OF ACQUIRED ABILITY.

In order to succeed a man must know his own value, says an exchange. Every man has a mind and body with which he can accomplish almost anything if he only uses them in the right way. Ability comes from no peculiarity in a man's brain matter or muscle which other men do not possess. It is simply trained brain and muscle. Because a man does not inherit trained faculties or because he has let his faculties go uneducated for years, there is no reason for his giving up ever accomplishing anything. A noted author when asked by a beginner the best means of improving his style of

writing, said that the best advice he could give was for a man to write as well as he could. This is true in any line of business. If a man has not as much natural ability as his friends or competitors the best way for him to get it is for him to do his best at all times. It is surprising how rapidly a man's ability will increase under such circumstances. It should be remembered that acquired ability is more credit to a man than inherited ability, and for that reason the idea expressed by the Frenchman is not a bad one. His English friend was boasting of his long line of ancestors and in reply the Frenchman said: "I may not have any ancestors to boast of, but I will make an ancestry."

EXTEND YOUR TRADE.

It is about time to consider by what means you can extend your Christmas trade. One point—make it your policy to persuade your customers to make their purchases early.

MANITOBA MARKETS.

WINNIPEG, November 10, 1900.

HARDWARE.

EVERYTHING is extremely quiet, and jobbers are turning their attention to getting winter shipments in place in the warehouses. Linseed oil has advanced, and there has been a further decline in manila and sisal rope.

Price list for the week is as follows:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4.50 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	3 90
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch	45 p.c.
Rope, sisal, 7-16 and larger	8 3/4
" 3/4	9 1/4
" 1/4 and 5-16	9 1/4
Manila, 7-16 and larger	13
" 3/4	13 1/2
" 1/4 and 5-16	14
Solder	22
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round	70 p.c.
Flat " brass.	70 p.c.
Round " "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8.	50c. lb.
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.

Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	5 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	6 75
Chilled	7 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/4 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	24 1/2 c.
Prime white American	23c.
Water white Canadian	21c.
Prime white Canadian	19c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 70
Less than barrel lots	75
Linseed oil, raw	90
Boiled	93
Lubricating oils, Eldorado castor	25 1/2
Eldorado engine	24 1/2
Atlantic red	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	per lb. 11
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	per 50 ft. 2 50
41 to 50	5 50
51 to 60	6 00
61 to 70	per 100-ft. boxes 6 50
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	2 3/4
White lead, pure	per cwt. 7 25
No. 1	7 00
Prepared paints, pure liquid colors, according to shade and color	per gal. \$1.30 to \$1.90

NOTES.

Mr. Wm. Scott, for many years manager for The R. A. Lister Co., is opening business for himself as The Scott Dairy Goods Co.

R. H. Wylie, western representative of The Meriden Britannia Co., leaves tomorrow for a five weeks' holiday tour in the East.

Contrary to rumor, The R. A. Lister Co. are continuing to do business at the old stand on King street. R. M. Moore has assumed the management, vice Wm. Scott, resigned, and they will continue to sell "Alexandra" separators and full lines of dairy supplies.

OUR EXPORTS EXPANDING.

Canada's trade returns for the quarter ending September 30, which are just published, show an increase in the total trade over the same quarter of last year of \$9,585,632. The exports for the quarter were \$8,500,000 in excess of the same three months of 1899.

WARNOCK'S SECOND BANQUET.

The second annual banquet of the firm and employes of The James Warnock Co. (The Galt Edge Tool and Carriage Spring Works), was held on Friday evening, last week. Sufficient is said re its success when it is stated that in every way it was better than the first banquet, held a year ago.

From 8.30 till after 12 o'clock p.m., the men who, by their heads and hands, have made their company so successful in the past year were gathered in congenial intercourse. And right royally did they make use of the same. A sumptuous supper, speech-making, instrumental music, songs—everything that goes to make a banquet pass off well contributed to the general enjoyment. Needless to say the event has done much to strengthen the feeling of good-will between employers and employes in The Warnock Co.

A DEPARTMENTAL STORE FAILURE.

A meeting of the creditors of Frank Dowler's department store, of Guelph, met at the office of Cassels, Cassels & Brock on Saturday, and agreed to sell to Mrs. Dowler the assets at sufficient to pay the creditors 50c. on the dollar, at three, six and nine months, secured. The assets consist of stock in trade, \$37,018.37; cash in bank, \$900; book accounts, \$385; shop furniture, \$1,800; right to contribution in opera house note, \$5,475; real estate, \$11,115, and interest in the Guelph Opera House property to the amount of \$5,999.99. The liabilities amount to \$45,018. There are about 90 creditors.

CHANGED THEIR ADDRESS.

The G. Weeton Manufacturing Co., manufacturers of silver-plated ware and specialties, Toronto, have moved their Toronto office from 326 1/2 Spadina avenue to the Confederation Life Building.

EARLY CLOSING IN GERMANY.

A regulation went into effect in Berlin, Germany, at the beginning of this month compelling all shops in that city to close at 9 o'clock every evening, except on evenings preceding general holidays and the Kaiser's birthday, when an extension of the time to 10 p.m. is to be allowed. Automatic machines of all kinds are included in the order, and must be arranged so as to close at 9 p.m. Berlin now presents quite an unusual appearance at night. The gloom caused by the withdrawal of the customary illumination from the shops has compelled the authorities to request the gas company to improve the street lighting in the main thoroughfares.

A Christmas Present.

PERFECTION IN BALL BEARINGS AT LAST.
KEEP IN TOUCH WITH THE TIMES.

OUR REPUTATION
IS A GUARANTEE.

Compare the construction of the

"Eldredge" and "Monarch"

with any so-called "High-Grade"

SEWING MACHINES.

None equal them in
Simplicity, Strength and Reliability.

"The Corona." A thoroughly high-grade
Sewing Machine at a LOW PRICE.



"This is our leader."

CAVERHILL, LEARMONT & CO.,

Wholesale Hardware Merchants . . .

MONTREAL.

CONDENSED OR "WANT"
ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

THE . . .

Waggoner Extension Ladder.

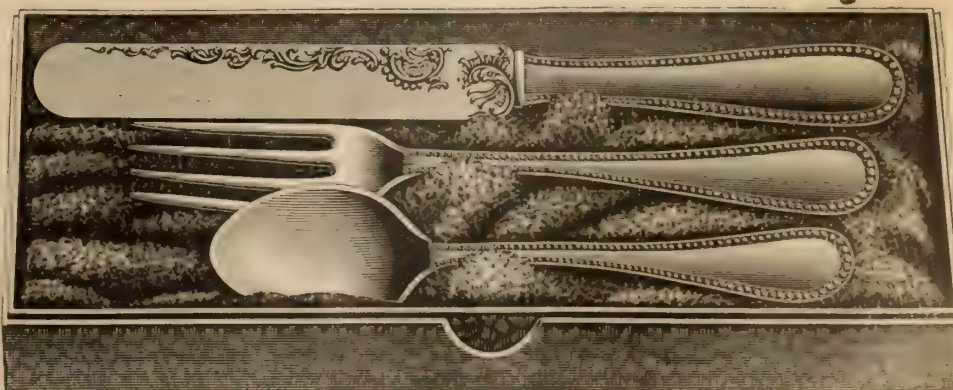


The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.

Beaded Pattern 3-Piece Child's Set

Knife with Richly-Embossed Blade . . . \$6 Per Dozen, List.



Write for Catalogue. Our line is very complete.

THE G. WEETON MFG. CO., Silverware and Specialties.

TORONTO ADDRESS—Confederation Life Bldg.

MONTREAL ADDRESS—Temple Building, St. James St.

HEATING AND PLUMBING

HEATING A GREENHOUSE.

IN answer to a query as to how to heat a small greenhouse with hot water from a kitchen boiler, The Metal Worker says: "The first question to be decided is whether or not the fire box in the range is large enough for heating the kitchen and doing the regular cooking, and has capacity to heat the water required for domestic purposes and then have a reserve capacity sufficient to heat the amount of radiating surface required in the greenhouse. If the boiler in use rumbles it is evidence that the water back makes steam and consequently can heat more water than is now being used. The next question is the size of the greenhouse, and, in the absence of the dimensions, we can only suggest that 20 square feet of heating surface in the greenhouse will be equivalent to heating 10 gallons extra of hot water for ordinary use. We assume that it is only a small conservatory attached to the building and that it will not require a very large radiator.

"The best way to pipe will be to take the brass coupling out of the top of the boiler, which supplies the hot-water service pipe, and use in its place a 1-in. iron pipe with a tee on it for supplying the domestic supply system from the side and the conservatory radiator from the top, to insure the conservatory getting the hot water quickly. It may be necessary to place an air valve at this point to permit any air that may accumulate to escape. The pipe can then be carried to the radiator coil, and the return of the same size can be carried to the water-back, as well as the return water from the conservatory coil."

WILL TORONTO OWN ITS GAS PLANT?

For some time there have been agitations and movements towards municipal ownership of the gas plant of Toronto. But, like most other movements towards a similar end in that city, progress is remarkably slow. One step, however, was taken by Controller Spence Thursday, last week, when he moved a resolution to the effect that the city council approved of the proposal to acquire or establish and operate a plant for the manufacture and distribution of gas for street lighting and for sale to private consumers for heating and lighting purposes.

In moving his resolution he submitted a report showing that The Consumers' Gas Co. had made profits above 10 per cent.,

and had not reduced the price of gas as they agreed when they were given the privileges they now possess. He figured it out that, instead of paying 90c. per 1,000 cubic feet, the city would give consumers gas for 73c. per 1,000 cubic feet, if it owned its own plant.

The Board of Control, where the matter was introduced, refused to consider the resolution.

A TRUTHFUL PLUMBER.

A Scottish contemporary relates how a countryman of Robert Burns, being on a visit to Glasgow, took exception to the claims of the rival traders to supply the best and cheapest goods. Said the stickler for truth, "Hoo can a' thae ham shops be the best and cheapest? Every yin o' them says that, and the same wi' the clothes shops tae; they are jist a lot o' leears." Further on, the visitor and his companion struck a plumber's establishment, in the window of which was a card containing the legend "Cast-iron sinks." "Well, Jock," exclaimed the yokel, "here's yin that tells the truth at ony rate, but any danged fool kens that cast iron wad sink."

PLUMBING AND HEATING NOTES.

The Brome Lake Electric Co., Waterloo, Ont., has been incorporated.

The assets of John Higman, plumber, etc., Ottawa, have been sold by auction.

P. Boileau & Freres, contractors, Isle Bizard, Que., have consented to assign.

A BIG FACTOR IN SUCCESS.

Fundamentals determine ultimates. It is a good while since a Man said: "Do unto others as ye would be done by." The truth of the wisdom of this apart from the justness of it has been demonstrated in every age since spoken, says an exchange. He succeeds quickest and succeeds most who aims to succeed in giving the best for the shilling or penny he received. The prevailing and the unenlightened instinct in trading is to give the least and get the most. In a sense this motive will ever be present, but the factor of lasting success, strange to say, is the very opposite course; viz., to give the greatest possible service for the money paid.

Building permits have been issued to Beatty & Co., for a five storey brick factory, corner King and Portland streets, to cost \$14,000, and to C. A. Dinnick for a two-storey residence on Lowther avenue, near Walmer road, to cost \$4,000.

SOME BUILDING NOTES.

CHAS. CURLISS is building a large hotel at Grand Falls, N.B. It will be four and a half storeys, 45x85 feet, and will be fitted with modern conveniences.

H. B. Clarke is planning to build a theatre in Halifax.

Commissioner W. S. Gore is asking for plans for a new residence, in Victoria, for the Lieutenant-Governor of British Columbia.

F. H. Herbert, architect, Toronto, has prepared plans for considerable improvements to the Murray House, St. Catharines, Ont.

J. & P. Armstrong are building a double tenement brick dwelling at the corner of Duke and Bridge streets, Ottawa, to cost \$5,000.

The St. Alice Hotel, Harrison Hot Springs, B. C., will have a \$10,000 addition. Tenders for construction are to be opened shortly.

Arthur Thompson, Ottawa, proposes to erect a six storey office building to cost about \$100,000, at the corner of Sparks and Metcalf streets, Ottawa.

There is such a demand for houses in Windsor, Ont., that J. H. Lake has interested several of the merchants of that city in a proposal to organize a builders' association to erect many new houses.

The Hamilton Steel Co. is erecting a two-storey brick dwelling at the foot of Sherman avenue. This will be the commencement of a regular settlement in that district. Architect Peene has let contracts for the work.

Outside of large buildings, such as the winter fair building, the building for the two creamery supply companies, Woodyatt and Armstrongs, and alterations to Knox and St. Andrew's churches, there has been little outside building done in Guelph, Ont., this summer. At a rough estimate the expenditure will not much exceed, if it does, \$150,000.

The foundation for the new post office for Paris, Ont., is being excavated by the contractor, Mr. Griffiths, of Woodstock. The building will be erected on the site occupied by Meldrum's flour mill, which was destroyed by fire in the conflagration of September 12. Many of the stores which were destroyed then are going up, and the work is being pushed rapidly.

CANADIAN ADVERTISING is best done by THE
E. DESHARATS ADVERTISING AGENCY
MONTREAL.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor
"SELL'S COMMERCIAL INTELLIGENCE,"
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



Manufacturers of

Heating Supplies

Pipe Fittings and Headers.
Large Manifolds made to Order.
Steam Traps and Appliances, etc.

The ...

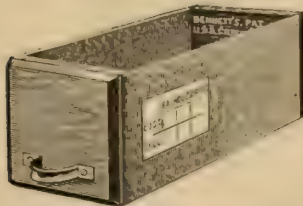
Jas. Morrison Brass
Mfg. Co., Limited

TORONTO.

FIRE! FIRE!! FIRE!!!

The recent fire in Prescott, Ont., burned out the hardware store of R. W. Ross & Co. They have now placed an order for

1,232



Bennett's Patent Shelf Boxes

as they want an up-to-date store.

Full particulars from

J. S. BENNETT

20 Sheridan Ave.

TORONTO.

Standard Paint & Varnish Works.
Limited
Makers of High Grade
Varnishes, Lacquers,
Paints, Colors & Enamels.
Windsor, Ont.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.

Also Razors, Stropps, Glass Cutters, Etc.

Write for new Catalogue.

Hardwood CHARCOAL WOOD ALCOHOL

in Bulk or Sacks.

equalling Methylated Spirits as a solvent

Manufactured only by ..

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
Deseronto.

Gooderham Building, TORONTO

DIAMOND EXTENSION STOVE BACK

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

They are easily
adjusted and
fitted to a stove
by any one.

Please your
customers by
supplying them
immediately
with what
they want.



Sold by
Jobbers
of ...

Hardware
Tinware
and
Stoves.

EXTENDED.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.

" A. R. WOODYATT & CO., Guelph, Ontario.

LEADER CHURN

New Century Improvements.

FOUR DIFFERENT STYLES:

- A—Steel Frame with double reversible Steel Lever.
- B—Wood Frame with double reversible Steel Lever.
- C—Steel Frame with Crank.
- D—Wood Frame with Crank.

Styles A and B may be operated from a sitting
or standing position.

Steel Frames and Hoops beautifully ALUMINIZED.

All LEADER CHURNS are equipped with BICYCLE BALL
BEARINGS and PATENTED CREAM BREAKERS.

Stands are so constructed that they are particularly strong
and rigid, and there is nothing to interfere with the
placing of pail in the most convenient position for drain-
ing off buttermilk.

It Pays to Have the Best. None are Better Than the Leader.

THE

Dowswell Manufacturing Co.

Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son, Montreal, Que.



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for
the Preston make of Stick.

Write for Prices.



THE WOMAN'S HARDWARE STORE.

"I WILL tell you of the hardware store that the women like to patronize," said the lady who observes things, "and where they had rather do their buying than in the department store.

"It is that style of a hardware store that seems to be saying, 'Come right in and see how pretty we are. See how bright and cheery we can make a lot of goods look, when we set out to. You have no idea how much real art there is in hardware manufacturing of the present day, until you have taken a look at our showcases and shelves.'

"That's the sort of an invitation the women want. You have no idea how many things they will discover that they are in need of, when they cast an eye over a well-selected and neatly-arranged stock. And the thing that they see, and don't want to-day, will stick like a burr to the memory, and when they do need it, they will know where it is to be had.

"When I see a store window dark and grimy, full of spades and coal hods that look as though Noah had used them in his vineyard and for the ark's winter coal, I do not go in. It is not very inviting when you run up against a lot of stoves and wheelbarrows in the doorway. Women don't buy these things, and when men want them they can go in ask for them.

"I like to see a window full of birdcages, shining silver coffeepots, carving sets in plush lined cases, a handsome lamp here and there, brasswork, fancy cutlery and things of that sort. It makes you think of a jewelery store. Then, there is a fascination in those square little boxes in rows on the wall, with a bright sample on the outside of each. I always run my eye over them, hoping that I will see something that I need at home.

"Yes, if the hardware dealers would pay more attention to 'women's notions,' they would get a good deal of trade that now goes to the dry goods stores and the departmental stores."—Hardware Dealers' Magazine.

TRADING STAMPS IN ENGLAND.

Stamp trading still continues to exercise its baneful influence on the trade, says a London, England exchange. It is pretty clear that a large number of dealers never scan the bankruptcy reports, or they would take warning in time. It is remarkable what a large proportion of bankruptcies are attributable in a greater or less degree to stamp trading. In nearly every case we see that the grocer has spent £60, £80, or £100 in stamps, and has nothing to show in return, except a microscopical increase in

his business—very frequently not even that. The stamp-trading trick is such a very obvious means of extracting money from the grocer's pockets without any compensating advantage, that it seems strange that any one should be taken in by it.

INQUIRIES FOR CANADIAN GOODS.

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries :

1. An inquiry has been received for the names of Canadian shippers of chromic iron ore.
2. An Irish firm asks for names of Canadian producers of evaporated apples. They have an opening for same.
3. A manufacturer purchasing large supplies of small turned wood handles would like to hear from Canadian makers prepared to quote on specification.
4. A manufacturing firm using large quantities of dimension hardwood flooring timber invites correspondence from Canadian manufacturers.
5. A Belfast firm write that they possess a good outlet for tallow and would be prepared to take up the matter with Canadian shippers seeking a market.
6. A Hampshire correspondent claiming a good connection would like to arrange to sell butter on commission for a Canadian shipper.

FOR AND AGAINST ASSISTANTS KNOWING COSTS.

The following, which was one of the prize winning essays at the Grocers' Exhibition, London, England, will be of interest to hardware dealers :

REASONS FOR: First—A knowledge of cost enables an assistant to push those articles that pay best.

Second—It, to a large extent, converts a machine into an intelligent and reliable helper, understanding and interested in his business.

Third—Such an assistant can buy, if required, in his master's enforced absence.

Fourth—He can handle the semi-wholesale trade done in many retail shops.

Fifth.—It makes him careful, particularly with articles bearing small profits, to avoid all possible waste.

Sixth.—There should always be confidence between master and man, because it is mutually beneficial; the master is better served, and the assistant is ripening in experience and knowledge.

REASONS AGAINST: First.—An assistant sometimes does his master's business harm by "telling tales out of school."

Second.—A smart, pushing assistant may eventually become a keen rival.

Third.—An assistant's knowledge of cost sometimes causes him unadvisedly to reduce prices under pressure from customers.

Fourth.—"A little knowledge is a dangerous thing," and tends to breed discontent, an assistant sometimes judging from gross profits and considering himself underpaid.

Fifth.—It may also make him careless, and cause him to think that waste and loss are of small account.

Sixth.—In a busy shop he will probably only be confused, and muddle cost and selling prices.

DROP**THE****CANADA
PAINT**

COMPANY'S Superfine Coach Colors, ground in japan, have an international reputation. The Drop Black is made from a strong, intense black, ground in the finest of mills, and is as perfect as human skill can make it.

MADE BY EXPERTS**TESTED BY EXPERTS****USED BY EXPERTS**

in the best shops in the Dominion.

**THE
CANADA
PAINT
COMPANY
LIMITED**

BLACK

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from

Canadian Office:

6 St. Sacramento St., MONTREAL

F. A. YORK, Manager.

For Dark Nights

USE

Wright's Cold Blast Lanterns

The Best in the World

E. T. WRIGHT & CO.
HAMILTON, ONT.



"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

BERGER'S PATENT PIPE FASTENER.

7 STYLES...

- No. 0, for brick, 3 inch.
- No. 1, for brick, 4 1/2 inch.
- No. 2, for stone, 6 inch.
- No. 3, for stone, 9 inch.
- No. 4, for wood, 3 inch.
- No. 5, for wood, 5 inch.
- No. 6, to nail on wood.
- No. 7, to screw in wood.

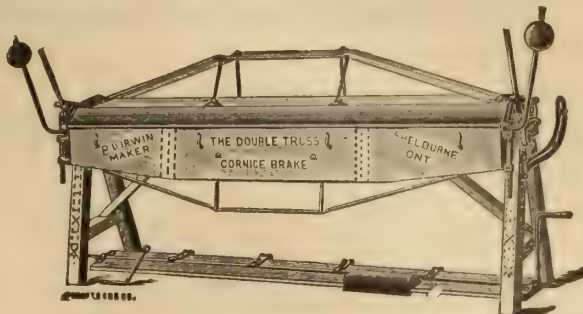


BEST ON EARTH...

Pipe any distance desired from wall.
Concealed from view
Handy to put up.
Solid as one piece.
No close measuring.
Send for sample FREE.

SEND FOR CATALOGUE OF TINNERS' AND ROOFERS' SUPPLIES.

BERGER BROS. & CO., 231 and 237 Arch St., PHILADELPHIA.



This eight-foot Brake bends 22-gauge iron and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra if required.
Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELBOURNE, ONT.

The Latest and Best.

H. & R. Automatic Ejecting Single Gun.

Model
1900.



Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.
Descriptive Catalogue on request.

STEVENS FINE TOOLS

We make a perfect line
of

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also a valuable hand-book of information for mechanics and people interested in such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.



HUTCHISON, SHURLY & DERRETT

DOVERCOURT
TWIN MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared to furnish the best made goods in the market at closest prices and make prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Shipping Ropes, Jute, Hemp and Flax Twines.

WALL PAPER

DO YOU SELL IT AND WANT TO
INCREASE SALE AND PROFIT

?

TRUST **WATSON, FOSTER** GOODS
TO EFFECT BOTH.

ALL DEALERS HAVE PROVED
THIS—WHO KNOW US—IF YOU
DON'T, ADVISE US AND WE WILL
SEND A MAN TO YOU—WITH
SAMPLES.

OUR THREE STRONG POINTS ARE
EQUIPMENT
SUCCESSFUL PATTERNS
COLORS MIXED WITH BRAINS.

THE **WATSON, FOSTER CO.**
LIMITED
MONTREAL.

"MIDLAND" BRAND Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

James Warnock & Co., - Galt, Ont.

CURRENT MARKET QUOTATIONS.

November 16, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits -
56 and 28 lb. ingots, per lb. 0 34 0 35

Tinplates.

Charcoal Plates—Bright	Per box
M.L.S., equal to Bradley.	
I.C., usual sizes	\$7 00
I.X., "	8 50
I.X.X., "	10 00
Famous—	
I.C.	7 50
I.X.	8 50
I.X.X.	9 50
Haven & Vulture Grades—	
I.C., usual sizes	5 00
I.X., "	6 00
I.X.X., "	7 00
I.X.X.X., "	8 00
D.C., 12½x17	4 75
D.C., "	5 50
D.X.X., "	7 50

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	4 30
I.C., special sizes, base.	4 50
20x28.	3 75

Charcoal Plates—Torque

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	8 75
I.X., Torque Tin	10 75

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
X.X., 14x56, 50 sheet box	0 07
" 14x60	0 07½
" 14x65.	

Tinned Sheets.

72x30 up to 24 gauge.	0 08	0 08½
" 26	0 08	0 09
" 28	0 09	0 09½

Iron and Steel.

Common Bar, per 100 lbs.	1 60	1 65
Refined		2 05
Horse Shoe Iron		1 95
Hoop steel, 1½ to 3 in. base,		
extras for smaller sizes	3 10	
Sleigh Shoe Steel base	1 90	
Tire Steel.	1 90	
Machinery iron finish.	2 05	
Cast Steel, per lb.	0 00	0 00
Toe Calk Steel.	2 21	
T. Pith & Co's special cast steel, per lb.	0 12	

Boiler Tubes.

1½-inch.	0 21½
" 2	0 13½
" 2½	0 16
" 3	0 17½

Steel Boiler Plate.

¼ inch.	2 25
½ inch.	2 25
¾ inch and thicker.	2 25

Black Sheets.

18 gauge.	3 10
20 gauge.	3 10
22 to 24	3 20
26	3 30
28	3 40

Canada Plates.

All dull, 52 sheets	3 15
Half polished	3 25
All bright.	3 85

Iron Pipe.

Black pipe—		
¼ inch.	3 00	
½ "	3 00	
¾ "	3 05	
1 "	3 20	
1½ "	4 60	
2 "	6 35	
2½ "	7 55	
3 "	10 50	
2½-6 inch, discount 55 to 59 and 10 p.c.		
Galvanized pipe—		
¼ inch.	4 85	
½ "	5 35	
¾ "	7 25	
1 "	9 75	
1½ "	11 25	
2 "	15 00	

Galvanized Sheets.

G C. Comet.	Amer.	Head.
16 gauge	4 5	4 10
18 to 24 gauge	4 35	4 35
26	4 61	4 45
28	4 85	4 70
28 gauge American equals 26 gauge English.		

Chain.

Proof Coil, 3-16 in., per 100 lb.	
¾ "	7 50
5-16 "	4 75
¾ "	4 25
7-16 "	4 00
¾ "	3 75
¾ "	3 50
¾ "	3 25

Halter, kennel and post chains, 40 and 50 p.c.	
Cow ties.	40 p.c.
Stall fixtures	35 p.c.
Trace chain	25 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

Copper.

Ingot	
English B. S., ton lots	0 19
Lake Superior.	0 20
Bolt or Bar.	0 23½
Outlengths round, ½ to ¾ in.	0 25
" round and square	0 23½
" 1 to 2 inches.	0 23½

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23	0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes.	0 23	0 23½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.		
Tinned copper sheets	0 26	
Planished	0 32	

Braziers (In sheets.)

4 ft. 25 to 30 lbs. ea., per lb.	0 25½
" 35 to 45 "	0 24½
" 50-lb. and above.	0 23½

Boiler and T. K. Pitts.

Plain Tinned, per lb.	0 28
Spun, per lb.	0 32

Brass.

Red and Sheet, 14 to 30 gauge.	15 per cent.
Sheets, hard-rolled, 2x4	0 24
Tubing, base, per lb.	0 24

Zinc Spelter

Foreign, per lb.	0 06
Domestic	0 06½

Zinc Sheet.

5 cwt. casks	6 75
Part casks.	7 00

Lead.

Imported Pig, per lb.	0 05
Bar, 1 lb.	0 06½
Sheets, 2½ lbs. sq. ft., by roll.	0 05½
Sheets, 3 to 6 lbs.	0 05½

NOTE.—Cut sheets ½ cent per lb. extra Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.
Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and bal., \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.
Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder. Per lb. Per lb.
Refined 0 21 0 22
Wiping 0 20½ 0 20½
NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brandvary according to composition.

Antimony.
Cookson's, per lb. 0 11 0 11½

White Lead. Per cwt.
Pure 6 62½
No. 1 do 6 25
No. 2 do 5 87½
No. 3 do 5 50
No. 4 do 5 12½
Munro's Select Flake White 7 12½
Elephant and Decorators' Pure 6 87½

Red Lead.
Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.
Pure Snow White 0 08 0 09
Pure White Zinc 0 08 0 09
No. 1 0 06 0 07½
No. 2 0 05 0 06½

Dry White Lead.
Pure, casks 5 75
Pure, kegs 6 25
No. 1, casks 5 50
No. 1, kegs 6 00

Prepared Paints.
In ¼, ½ and 1 gallon tins.
Pure, per gallon 1 20
Second qualities, per gallon 1 00
Barn (in bls.) 0 75 0 85
The Sherwin-Williams Paints 1 35
Canada Paint Co's Pure 1 20
Sanderson Peary's Pure 1 20
Stewart & Wood's Champion Pure 1 20

Colors in Oil.
25 lb. tins, Standard Quality.
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.
Yellow Ochre (J.C.) bls. 1 35 1 40
Yellow Ochre (F.L.S.) bls. 2 75 2 75
Yellow Ochre (Royal) 1 10 1 15
Brussels Ochre 2 00
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 2 00
Canadian Oxides, per cwt. 1 75 2 00
Super Magnetic Oxides, 93 p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10 0 10
Umber, 0 10 0 10
do Raw 0 09 0 09
Drop Black, pure 0 09 0 09
Chrome Yellows, pure 0 18 0 18
Chrome Greens, pure, per lb. 0 12 0 12
Golden Ochre 0 03½ 0 03½

Ultramarine Blue in 28-lb boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar Color, per 100 lb. 1 25
English Vermillion 0 80
Pure Indian Red, No. 45, lb. 0 80
Whiting, per 100 lb. 0 55

Blue Stone.
Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 08

Putty.
Bulk in bls. 1 95
Bladders in less quantity 2 10
Bladders in kegs, boxes or loose 2 10
Bladders in 25-lb. tins 2 35
Bladders in 12½-lb. tins 2 60
1 ladders in 10 lb. tins, less than 100 lb. 2 80

Varnishes.
(In 5-gal. lots.) Per gal.
Carragee, No. 1 2 90 3 30
" body 2 90 3 30
" rubbing 4 00 5 00
Gold Size, Japan 3 00 3 40
Brown Japan 2 40 2 80
Elastic Oak 2 90 3 30
Furniture, extra 2 40 2 80
No. 1 1 60 2 00
Hard Oil Finish 2 70 3 10
Light Oil Finish 3 20 3 60
Demar 3 30 3 70
Shellac, white 4 40 4 80
" orange 4 00 4 40
Furniture Brown Japan 1 60 2 00
Black Japan 2 40 2 80
" No. 1 1 60 2 00



The Imperial Varnish & Color Co., Limited
Elastilite Varnish
1 gal. can, each \$2.00.
Granatine Floor Finish, per gal. \$2.00.
Maple Leaf Coach Enamels:
Size 1, 60c.; Size 2, 35c.; Size 3, 20c. each.

Linseed Oil.
Raw. Boiled.
1 to 4 bls delivered 80 81 80 85
5 to 9 bls 81 81 84
Toronto, Hamilton, London and Guelph 2c. less.

Turpentine.
Sin le barrel, freight allowed 0 63
3 to 4 barrels 0 62

Castor Oil.
East India, in cases, per lb. 0 10 0 10½
small lots 0 10½ 0 11

Cod Oil, Etc.
Cod Oil, per gal. 0 50 0 55
Pure Olive 1 20
Neatsfoot 90

Glue.
Common 0 08½ 0 09
French Medal 0 14 0 14½
Cabinet, sheet 0 12 0 13
White, extra 0 18 0 20
Gelatine 0 22 0 30
Strip 0 18 0 20
Coopers 0 19 0 20
Hutner 0 18

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40
per cent. Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, net list.
Brass shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads, per lb.
Best thick white felt wadding, in ¼-lb
bags, 1 00
Best thick brown or grey felt wads, in
½-lb. bags, 0 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes
of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge, 0 25
Thin card wads in boxes of 1,000
each, 8 gauge, 0 60
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 70
9 and 10 gauges, 0 90
7 and 8 gauges, 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb. 10 0 12½
Anvil and Vise combined 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09½
Wilkinson & Co.'s Vices, lb. 0 09½ 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 6 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33½ per cent.
Hunters' Axes, 5 50 6 00
Boys' Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, " 13 00 15 00

Bath Tubs.

Zinc, 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled.
5½-inch rolled rim, 1st quality, 30 0
" 2nd " 22 00

Anti-Friction Metal.

Tandem " A, per lb. 0 27
" B, " 0 21
" C, " 0 11½
olia Anti-Friction Metal, per lb. 0 25

SYRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Hand.

Brass, 60 per cent.

Nickel, 55 per cent.

Cow.
American make, discount 66½ per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargant's, 5 50 8 00
" Peterboro', discount 45 per cent.
Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40
Bellows.
Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Beltting.

Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.

Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.
Clark's, 40 per cent.

Expansive.

Gimlet, 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07½ 0 12

Bolts and Nuts.

Carriage Bolts, full square, Norway, 70
" full square, 70
Common Carriage Bolts, all sizes, 65
Machine Bolts, all sizes, 65
Coach Screws, 75
Sleigh Shoe Bolts, 75
Blank Bolts, 65
Bolt Ends, 65
Nuts, square, 4½c off
Nuts, hexagon, 4½c off
Tire Bolts, 67½
Stove Bolts, 67½
Stove rods, per lb., 5½ to 6c.
Plough Bolts, 60

Boot Calks.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 45 00

Bull Rings.

Copper, \$2.00 for 2½ in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis., 60 per cent.

Cast Iron.

Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 80 3 00
English, " 3 00
Belgian, " 2 75 3 00
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters, Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, " 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis., 70 per cent.
Warnock's, dis., 70 per cent.
P. S. & W. Extra 60 to 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, £8
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33½ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17½
" 5, " 22½
" 6, " 15
Boynton pattern " 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 85 1 60
English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.
Miller's Falls, per doz., net list.
DRILL BITS.
Morse, is., 37½ to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz., 1 80
No. 2, per doz., 1 60
Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES.

Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 p. c. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27½ per cent.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Star D. Diamond
Per Per Per Per
50 ft. 100 ft. 50 ft. 100 ft.
Under 28, 2 10 4 00 6 00
26 to 40, 2 30 4 35 6 65
41 to 50, 4 75 7 25
51 to 60, 5 00 8 50
61 to 70, 5 35 9 25
71 to 80, 5 75 10 50
81 to 85, 6 50 11 75
86 to 90, 14 00
91 to 95, 15 50
96 to 100, 18 00

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, ¾ per gross, 9 00
" ½ to ¾, 14 00
Leather, 1 in., per doz., 3 87½ 4 00
" 1¼ in., " 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27½ per cent.

Tack.

Magnetic, per doz., 1 10 1 20
Sledge, 0 07½ 0 08½

Ball Peen.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25
Plane, 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair, 0 13½

HANGERS.

doz. pairs
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50
Lane's covered—

No. 11, 5-ft. run, 8 40
No. 11½, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4½

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06½
" 5-in., " 0 06½
" 6-in., " 0 06
" 8-in., " 0 05½
" 10-in., " 0 05½

Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 3 50
Spring, 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent.

HOOKS.

Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per gross, 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis.
47½ per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 p. c. dis. } Oval head.
"M" brand 50 p. c. }

Acadian, 50 and 10 per cent

MALEHAM & YEOMANS,

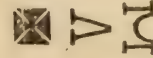
SHEFFIELD,
ENGLAND.

Highest Award.

Manufacturers of

Table Cutlery, Razors,
Scissors, Butcher Knives
and Steels, Palette and
Putty Knives.

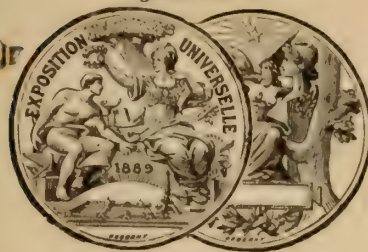
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WARRANTED
W BRADSHAW & SON
SHEFFIELD

GRANTED 1780.

WHOLESALE ONLY.



Exposition Universelle, Paris, 1889.

SPECIALTY:

Cases of Carvers and
Cabinets of Cutlery.

F. H. SCOTT, 360 Temple Building, MONTREAL.

HORSESHOES.			NAIL PULLERS.			Copper,			30 "			22 00			SCREW DRIVERS.		
F.O.B. Montreal.			German and American.....			1 85 3 50			35 "			26 00			Sargent's, per doz.....		
No. 2 No. 1.			NAIL SETS						40 "			30 00			0 65 1 00		
Iron Shoes.			Square, round, and octagon,						Discount off Copper Boilers 10 per cent.						SCREWS		
larger and smaller			per gross			3 38 4 00			RAKES.			Wood, F. H., iron, and steel, 80 p.			Wood F. H., " dis. 75 p.c.		
Light, medium, and heavy.			Diamond			12 00 15 00			Cast steel and malleable Canadian list dis-			" F. H., brass, dis. 75 p.c.			Wood, R. H., " dis. 67½ p.c.		
Snow shoes.....			3 75 4 00			NETTING.			Wood, 25 per cent.			" F. H., bronze, dis. 67½ p.c.			" R. H., " 62½ p.c.		
Steel Shoes.						Poultry, 50 per cent. for McMullen's.			RASPS AND HORSE RASPS.			Drive Screws, 80 percent.			Bench, wood, per doz.....		
Light.....			3 60 3 85			OAKUM.			Per 100 lb.			New Nicholson horse rasp, discount 60 p.c.			" iron, " 4 25 5 75		
Featherweight (all sizes).....			4 85 4 85			Navy.....			6 00			Globe File Co.'s rasps, 60 and 10 to 70 p.c.					
F.O.B. Toronto, Hamilton, London and						U. S. Navy.....			7 25			Heller's Horse rasps, 50 to 50 and 5 p.c.					
Guelph, 10c. per keg additional.												RAZORS.			Per doz, net.....		
Toe weight steel shoes.....			6 70			OIL.						Geo. Butler & Co.'s.....			per doz.		
JAPANNED WARE.						Water White (U.S.).....			0 16½			8 00 18 00			9 00 15 00		
Discount, 45 and 5 per cent. off list, June						Prime White (U.S.).....			0 15½			Baker's.....			SCYTHE SNATHS.		
1899.						Water White (Can.).....			0 15			Wade & Butcher's.....			Canadian, dis. 45 p.c.		
ICE PICKS.						Prime White (Can.).....			0 14			Theile & Quack's.....			SHEARS		
Star per doz.....			3 00 3 25			OILERS.						Elliott's.....			Bailey Cutlery Co., full nickled, dis. 60 p.c.		
Brass spun, 7½ p.c. dis. off new list.						McClary's Model galvan. oil						4 00 18 00			Seymour's, dis. 50 and 10 p.c.		
Copper, per lb.....			0 30 0 50			can, with pump, 5 gal.						per doz.			SHOVELS AND SPADES.		
American, 60 and 10 to 65 and 5 p.c.						per doz.			0 00 10 00			8 00 18 00			Canadian, dis. 40 and 5 per cent.		
KEYS.						Zinc and tin, dis. 50, 50 and 10.						per doz.			SINKS.		
Lock, Can., dis. 45 p.c.						Copper, per doz.....			1 25 3 50			per doz.			Steel and galvanized, discount 45 per cent.		
Cabinet, trunk, and padlock,						Brass.....			1 50 3 50			per doz.			SNAPS.		
Am. per gross.....			60			Malleable, dis. 25 per cent.						per doz.			Harness, German, dis. 25 p.c.		
KNOBS.						GALVANIZED PAIRS.						per doz.			Lock, Andrews.....		
Door, japanned and N.P., per						Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.						per doz.			4 50 11 50		
doz.....			1 50 2 50			Flaring pairs, discount 45 per cent.						per doz.			SOLDERING IRONS.		
Bronze, Berlin, per doz.....			2 75 3 25			Galvanized washtubs, discount 45 per cent.						per doz.			1, 1½ lb., per lb.....		
Bronze Genuine, per doz.....			6 00 9 00			PIECED WARE.						per doz.			2 lb. or over, per lb.....		
Shutter, porcelain, F. & L.						Discount 40 per cent. off list, June, 1899.						per doz.			SQUARES.		
screw, per gross.....			1 30 4 00			PICKS.						per doz.			Iron, No. 493, per doz.....		
White door knobs—per doz.			1 25			Per doz.....			6 00 9 00			per doz.			Mo. 494.....		
HAY KNIVES.						PICTURE NAILS.						per doz.			3 25 3 40		
Discount, 50 and 10 per cent.						Porcelain head, per gross.....			1 75 3 00			per doz.			Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list		
LAMP WICKS.						Brass head.....			0 40 1 00			per doz.			Try and level, dis. 50 to 52½ p.c.		
Discount, 60 per cent.						PICTURE WIRE.						per doz.			STAMPED WARE.		
LANTERNS.						Tin and gilt, discount 75 p.c.						per doz.			Plain, dis., 75 and 12½ p.c. off revised list.		
Cold Blast, per doz.....			7 50			PLANES.						per doz.			Retinned, dis., 75 p.c. off revised list.		
No. 3 "Wright's".....			8 50			Wood, bench, Canadian dis. 50 per cent.						per doz.			STAPLES.		
Ordinary, with O burner.....			4 25			American dis. 50.						per doz.			Galvanized.....		
Dashboard, cold blast.....			9 50			Wood, fancy Canadian or American, 37½			to 40 per cent.			per doz.			Mo. 494.....		
No. 0.....			6 00			PLANE IRONS.						per doz.			Coopers', discount 45 per cent.		
Japanning, 50c. per doz. extra.						English, per doz.....			2 00 5 00			per doz.			Poultry netting staples, 40 per cent.		
LEMON SQUEEZERS.						PLIERS AND NIPPERS.						per doz.			AMERICAN DIS. 25 p.c.		
Porcelain lined.....			2 20 5 60			Button's Genuine per doz pairs, dis. 37½			40 p.c.			per doz.			STONE.		
Galvanized.....			1 87 3 85			Button's Imitation, per doz.....			5 00 9 00			per doz.			Hindostan.....		
King, wood.....			2 75 2 90			German, per doz.....			0 60 2 60			per doz.			slip.....		
King, glass.....			4 00 4 50			Impression work, discount, 60 per cent.						per doz.			Labrador.....		
All glass.....			1 20 1 30			Fuller's work, discount 65 per cent.						per doz.			Axe.....		
LINES.						Rough stops and stop and waste cocks, dis-			count, 60 per cent.			per doz.			Turkey.....		
Fish, per gross.....			1 05 2 50			Jenkins' disk globe and angle valves, dis-			count, 55 per cent.			per doz.			Arkansas.....		
Chalk.....			1 90 7 40			Standard valves, discount, 60 per per cent.						per doz.			Water-of-Ayr.....		
LOCKS.						Jenkins' radiator valves, discount 55 per cent.						per doz.			Scythe.....		
Canadian, dis. 45 p.c.						standard, dis., 60 p.c.						per doz.			Grind.....		
Russell & Erwin, per doz.....			3 00 3 25			Quick opening valves, discount, 60 p.c.						per doz.			per ton		
Cabinet.....						No. 1 compression bath cock.....			2 00			per doz.			STOVE PIPES.		
Eagle, dis. 30 p.c.						No. 4.....			2 00			per doz.			Nestable in crates of 25 lengths.		
Padlock.....						No. 7, Fuller's.....			2 50			per doz.			6 inch Per 100 lengths.....		
English and Am., per doz.....			50 6 00			No. 4½.....			3 00			per doz.			7 inch ".....		
Scandinavian.....			1 00 2 40			POWDER.						per doz.			ENAMELINE STOVE POLISH.		
Eagle, dis. 20 to 25 p.c.						Velox Smokeless Shotgun Powder.			0 85			per doz.			No. 4—3 dozen in case, net cash.....		
MACHINE SCREWS.						Net 30 days.			0 80			per doz.			No. 6—3 dozen in case, ".....		
Iron and Brass.						PRESSED SPIKES.						per doz.			TACKS BRADS, ETC.		
Flat head, discount 25 p.c.						Discount, 25 per cent.						per doz.			Strawberry box tacks, bulk.....		
Round Head, discount 20 p.c.						PULLEYS.						per doz.			Cheese-box tacks, blued.....		
MALLETS.						Hothouse, per doz.....			0 55 1 00			per doz.			Trunk tacks, black and tinned.....		
Tinsmiths', per doz.....			1 25 1 50			Axle.....			0 22 0 33			per doz.			Carpet tacks, blued.....		
Carpenters', hickory, per doz.			1 25 3 75			Screw.....			0 27 1 00			per doz.			" " " tinned.....		
Lignum Vitae, per doz.....			3 85 5 00			Awning.....			0 35 2 50			per doz.			" " (in kegs).....		
Caulking, each.....			60 2 00			PUMPS.						per doz.			Cut tacks, blued, in dozens only.....		
MATTOKS.						Canadian oilern.....			1 80 3 60			per doz.			Swedes, cut tacks, blued and tinned.....		
Canadian, per doz.....			8 50 1 00			Canadian pitch spout.....			1 40 2 10			per doz.			In bulk.....		
MEAT CUTTERS.						Saddlers', per doz.....			1 00 1 85			per doz.			In dozens.....		
American, dis. 25 to 30 p.c.						Conductors.....			9 00 15 00			per doz.			Swedes, upholsterers', bulk.....		
German, 15 per cent.						Tinner's solid, per set.....			0 00 0 72			per doz.			brush, blued & tinned, bulk.....		
MILK CAN TRIMMINGS						hollow, per inch.....			0 00 1 00			per doz.			gimp, blued tinned and.....		
Discount, 25 per cent.						RANGE BOILERS.						per doz.			japanned.....		
NAILS.						Galvanized, 30 gallons.....			7 25			per doz.			Zinc tacks.....		
Cut. Wire.						35 ".....			8 15			per doz.			Leather carpet tacks.....		
2d. and 3d.....			\$3 35 \$3 85			40 ".....			25			per doz.			Copper tacks.....		
3d.....			3 00 3 52									per doz.			Copper nails.....		
4 and 5d.....			2 75 3 35									per doz.			50		
6 and 7d.....			2 65 3 20									per doz.			50		
8 and 9d.....			2 50 3 00									per doz.			50		
10 and 11d.....			2 45 2 95									per doz.			50		
12 and 13d.....			2 40 2 90									per doz.			50		
30, 40, 50 and 60d. (base).			2 35 2 85									per doz.			50		
Galvanizing 2c. per lb. net extra.												per doz.			50		
Steel Cut Nails 10c. extra.												per doz.			50		
Miscellaneous wire nails, dis. 70 per cent.												per doz.			50		
Coopers' nails, dis. 30 per cent.												per doz.			50		
Flour barrel nails, dis. 25 per cent.												per doz.			50		

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Trunk nails, tinned	65 and 10
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Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk.....	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails.....	15
Zinc glazier's points.....	5
Double pointed tacks, papers.....	90 and 10
" " bulk	40

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English, ass skin, per doz.....	2 75	5 00
English, Patent Leather.....	5 50	9 75
Chesterman's each.....	0 90	2 85
steel, each	0 80	8 00

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Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

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Disston's discount 10 per cent.		
German, per doz	4 75	6 00
S. & D., discount 35 per cent.		

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Bag, Russian, per lb.....	0 27	
Wrapping, cotton, per lb	0 22	0 26
Wrapping, matted, per pack	0 53	0 60
Wrapping cotton, 3-ply.....	0 20	
4-ply.....	0 26	
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

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Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
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Brass wire, 50 to 50 and 2½ per cent. off the list.		
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No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.
—spring wire, \$1—best steel wire, 75c.—
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bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
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Fine Steel Wire, dis. 17½ per cent.
List of extras: In 100-lb. lots: No. 17,
\$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
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10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ¼-lb. hanks, \$1—
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papering, 10c.

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" " S., per doz	5 80 6 00
G. & K.'s Pipe, per doz.....	3 40
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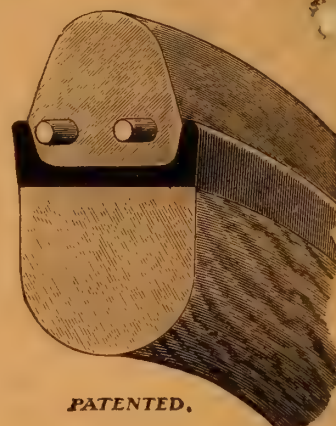
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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, NOVEMBER 24, 1900.

NO. 47

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"QUEEN'S HEAD," 26-gauge, 72 x 30 in., weighs 11½ lbs. per sheet	AMERICAN, 13½ lbs.

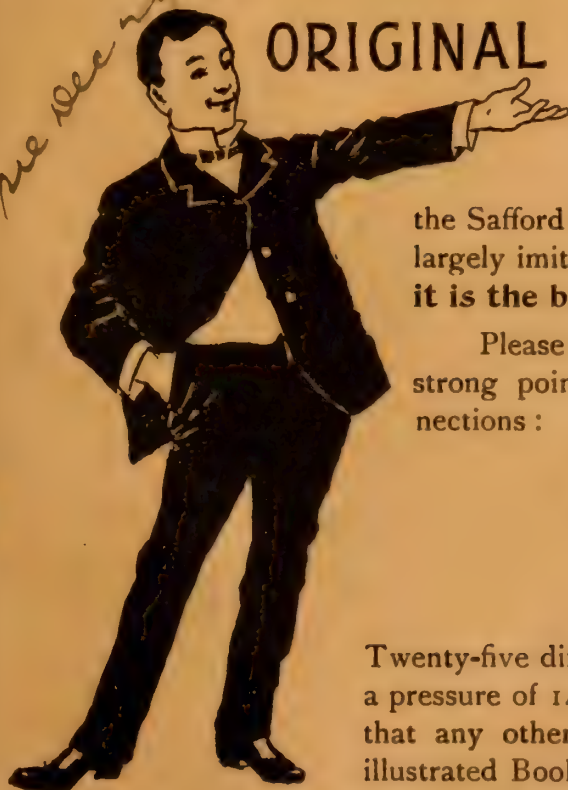
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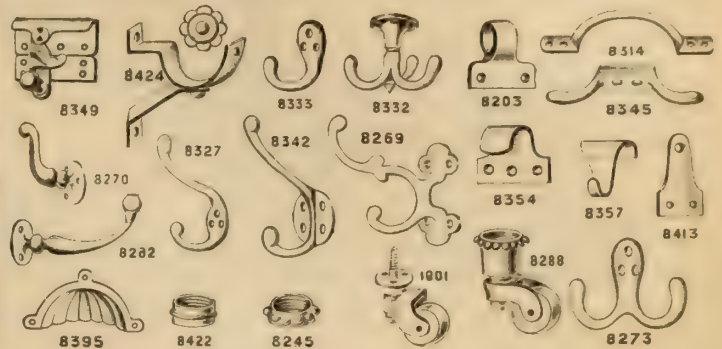
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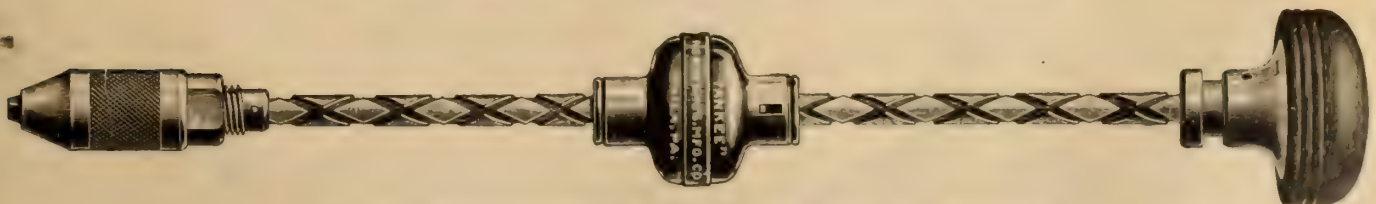
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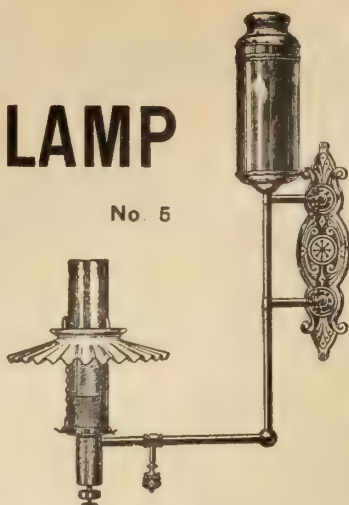
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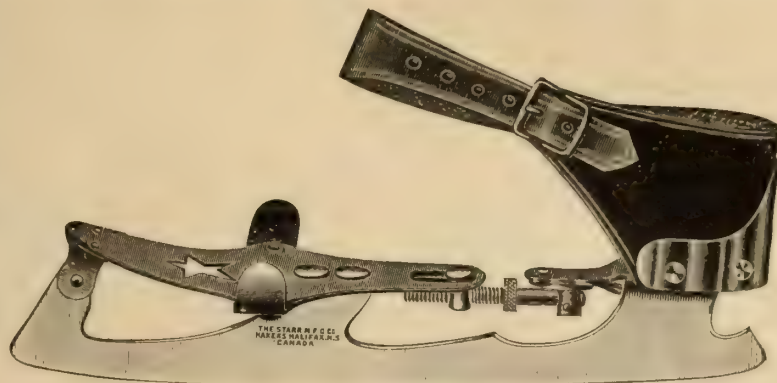
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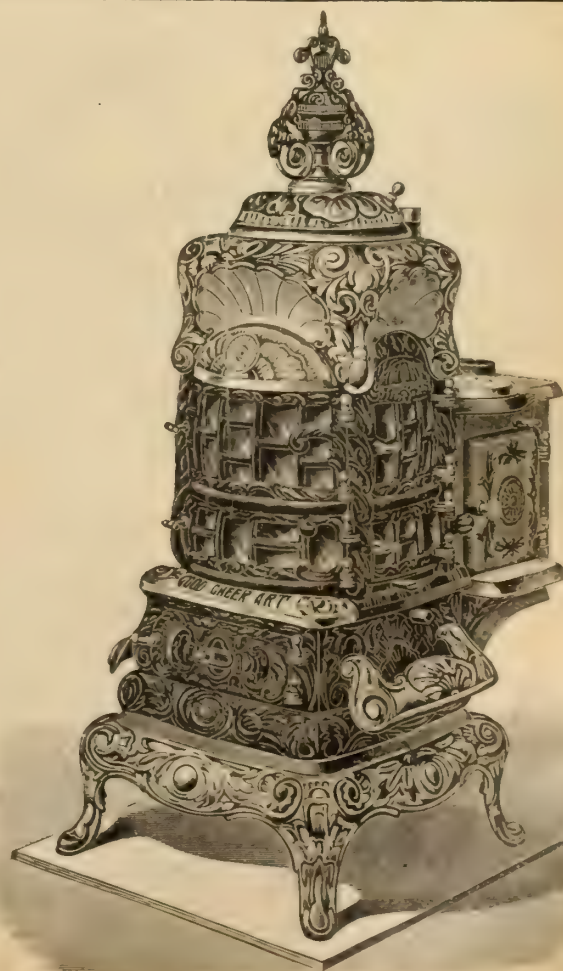
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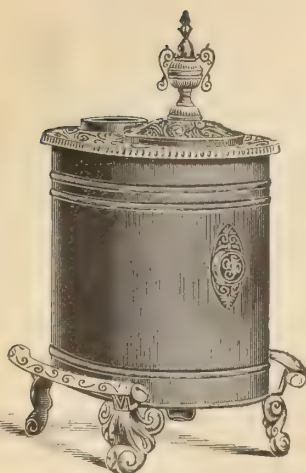
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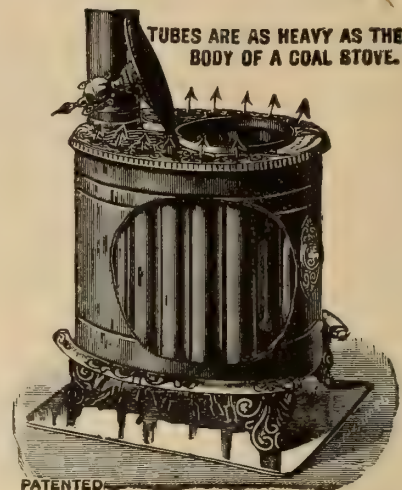


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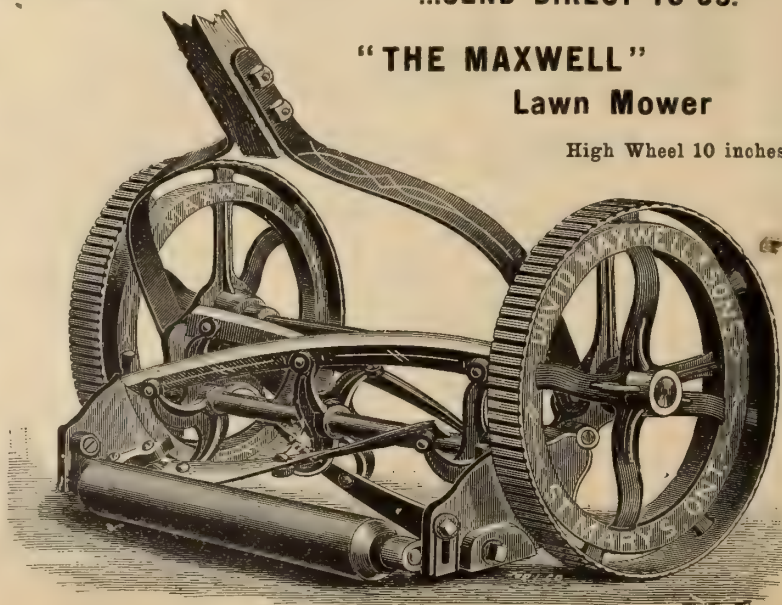
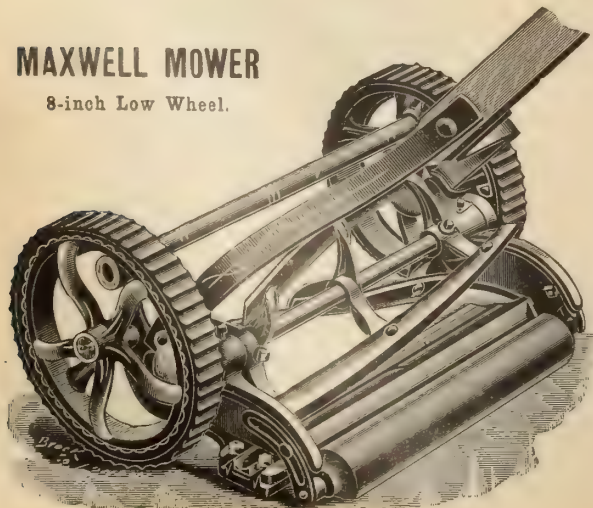
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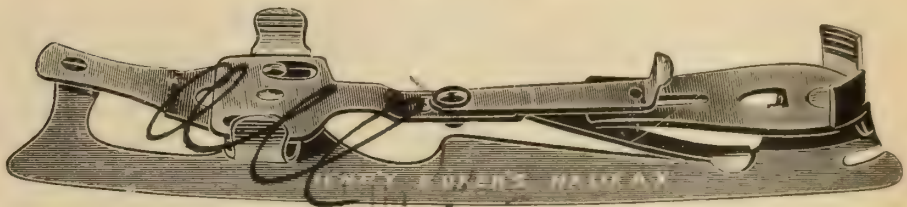
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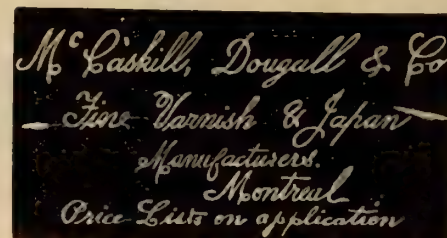


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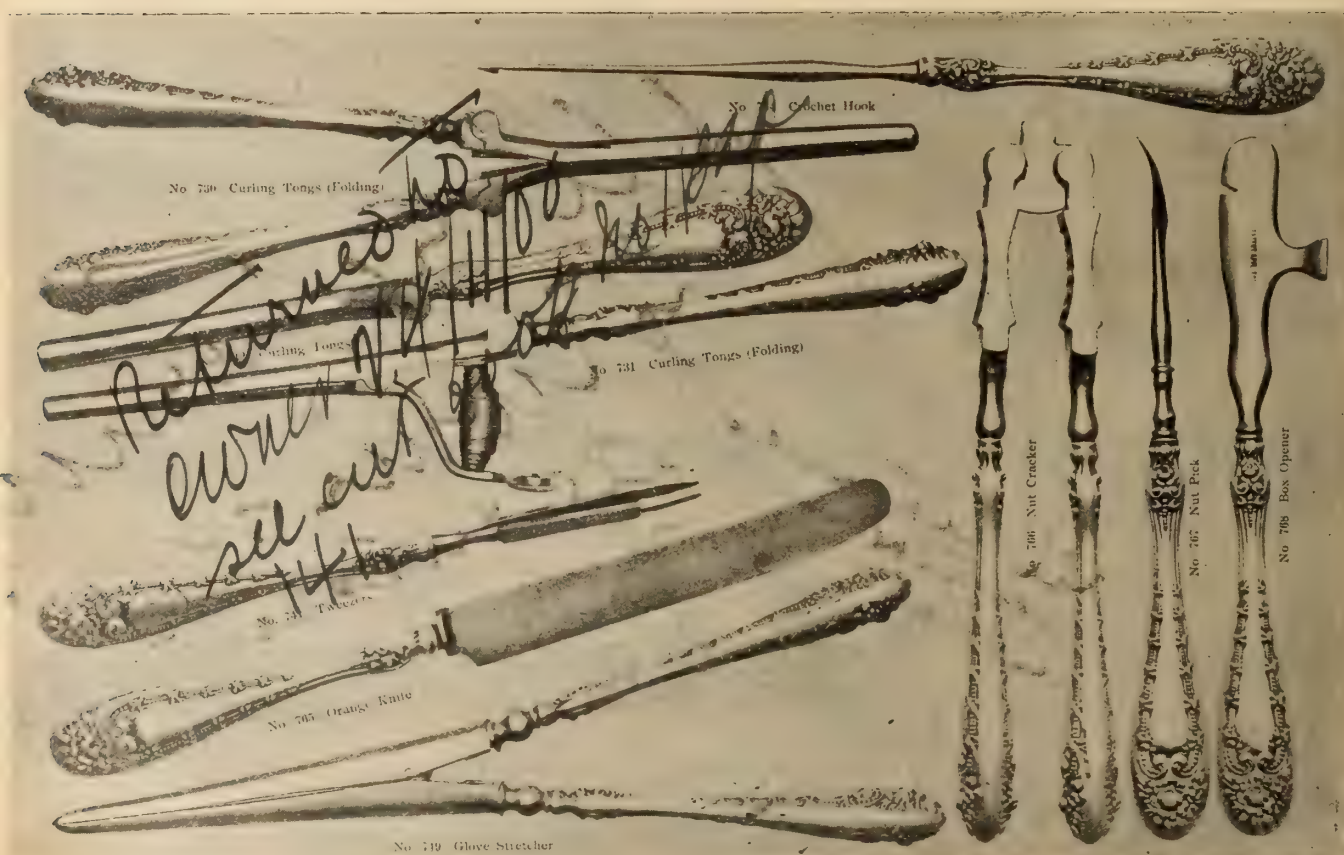
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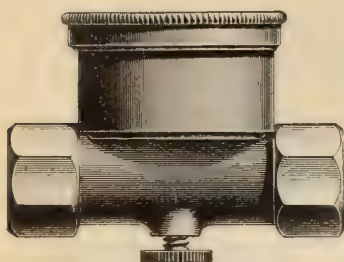
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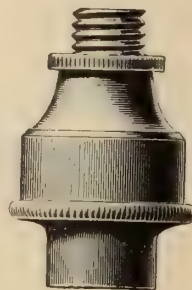
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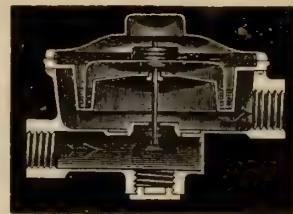
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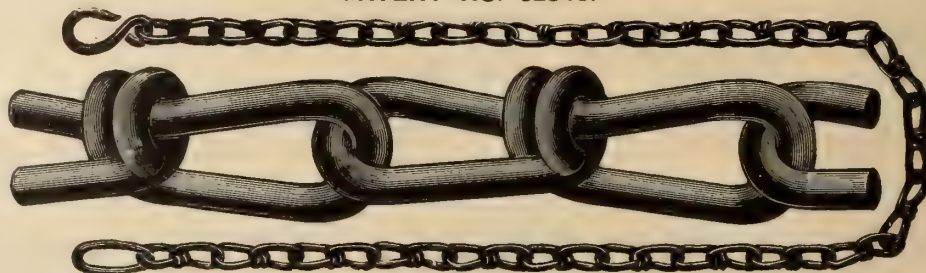
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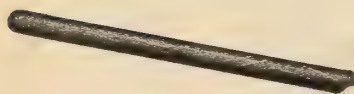
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SELF-BASTING.

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TORONTO, CANADA.

HARDWARE AND METAL

VOL. II.

MONTREAL AND TORONTO, NOVEMBER 24, 1900.

NO. 47.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

A QUESTION REGARDING IRON DEVELOPMENT.

WHILE on a trip east last week, Thos. Cantley, of New Glasgow, N. S., who is connected with the Nova Scotia Steel Co., of New Glasgow, was interviewed by a reporter of a Toronto daily. One of the opinions expressed by him was that it is the general experience that iron ore always follows the coal, and, that as Nova Scotia has the necessary coal for smelting, which Ontario has not, it is "only a question of time until the iron ore of Ontario would be shipped via the St. Lawrence to Nova Scotia." In Mr.

Cantley's opinion, the canals on the St. Lawrence must be greatly enlarged, however, if the shipment of iron ore from Ontario was ever to assume large proportions.

Theoretically, there may be some truth in the argument raised by Mr. Cantley. It is doubtless true, as he claims, that the expense of hauling the two tons of coal necessary to smelt one ton of ore is greater than that which would be entailed in carrying the ton of ore to the coal—other things being equal. But, when reduced to a practical business proposition, it will be seen that existing conditions do not make it appear feasible.

Certainly, if the smelted product is intended for home consumption, the proposition will not hold. The chief iron-consuming centres of Canada are Montreal, Toronto, Hamilton, London and Brantford. The expense of a 2,000 mile water haul (including canal charges) of ore and another long haul of pig iron back to these products cannot be as economical as the present system of smelting in Ontario. Coke can be laid down in Toronto or Hamilton practically as cheap as at Tonawanda, the great smelting centre in New York State. Thus, by a short rail haul of coke from Toronto to Midland and a short water haul of ore from the Michipicoten mines to that point, or by a somewhat longer haul of ore from these mines to Hamilton, or of coke to Sault Ste. Marie, Ont., the necessary coke and ore are assembled at a cost that could not be possible if Mr. Cantley's proposition were to be tried.

If, on the other hand, the pig iron product were intended for export the most severe

competition would come from other quarters. It is generally acknowledged that Nova Scotia is in a position, owing to the low cost of assembling Newfoundland ore and Cape Breton coal, to produce pig iron at an astonishingly low basis. It is also significant that the first cargo of Michipicoten ore was sent to the Pittsburg smelting districts a fortnight ago, and that four ocean steamers have, within the past week, passed down through the great lakes from Conneaut, Ohio, one of the ports of the Pittsburg district, with cargoes of manufactured steel for Great Britain.

It is true that time causes startling changes and even revolutions in industrial conditions, but the indications at present seem to point to the development of a large smelting industry in Ontario dependent on its own ore and a similar development in Nova Scotia dependent on Newfoundland ore. The impression must not get abroad that either of these two Provinces, which are separated by such a distance, depends on the other for the building up of the iron industry.

COURTESY TO TRAVELERS.

It is unwise to be discourteous to the commercial traveler.

He may be so permeated with Christian virtues that he would not deign to revenge himself on those who have treated him with discourtesy, but he is only human, and naturally will offer bargains when he has them to those who have been in the habit of treating him as one business man should treat another.

Aside altogether from the morale of it, merchants should always try to be on good terms with those from whom they buy, as well as those to whom they sell goods.

HARDWARE LINES AND THE DEPARTMENTAL STORES.

HARDWARE AND METAL understands that one of the subjects that will come up for discussion at the convention of the National Hardware Association of the United States, now being held at Richmond, Va., will be the invasion of the hardware field by the departmental stores.

The question is certainly an important one, interesting, as it does, both wholesale and retail merchants. Hardwaremen in Canada, as well as those in the United States, will be interested in knowing what the results of the National Association's deliberations may be.

The question is probably just as difficult of solution as it is interesting. No matter how much it may be desired, the departmental stores cannot be prevented from selling hardware. And it is not against the mere fact of their selling hardware that most people in the trade are arrayed.

What they specifically disapprove of is the unsatisfactory state of the trade which follows in the wake of the methods the department stores employ in order to attract the attention of the public to the hardware branch of their business. In other words, it is the unfair, not the fair, competition that offends the average hardwareman.

Anything, therefore, that tends to minimize competition that is unfair will tend to make the department store less of a thorn in the side of the legitimate hardwareman's side.

Perhaps nothing can be done that will absolutely remove the evil, but we see no reason why something cannot be done to materially curtail it.

We know of one instance where, as far as a certain line of goods was concerned, something was done to prevent the continuance of a practice which threatened to cause a great deal of trouble.

A large departmental store in one of the principal cities in Canada had procured, through a wholesale house, at the time unknown, a line of goods which it immediately began to freely advertise at a price much below the figures generally ruling.

The manufacturer, who was as much

annoyed as the regular merchants affected, immediately began an investigation to try and discover how the goods in question were getting into the possession of the departmental store.

On the packages going out to each of the wholesale houses in the particular city in which the departmental store was situated was placed a certain sign, so that should either of them sell the store in question it would be possible to trace it. A few of the trusted employes of the manufacturer were then instructed to visit the departmental store at different periods and purchase the article. The result was that eventually the source of supply was traced. Then the remedy was applied.

Through an arrangement with the wholesale trade and the departmental store it was decreed by the manufacturer that the latter was to receive no more goods unless it sold them at the regular retail price.

That arrangement has been in force for two years or more, and from that day to this no more complaints have been heard of that departmental store cutting prices on this particular line of goods concerned.

It is possible a similar scheme might be worked in regard to other lines of goods in which departmental stores threaten to demoralize prices.

BRANDON, "ONTARIO."

The British Columbia Review, a journal devoted to the mining interests and published in London, England, describes Brandon, Manitoba, as a city in the Province of Ontario. This is a bad slip for a paper which carries the name of one of the Canadian Provinces in its headline.

SHIPMENTS BY THE LAST BOATS.

It is quite possible that a good many merchants in the towns and villages along the upper lakes will be unable to get their goods through by the lake and rail route that were to be shipped on the last boats.

The Grand Trunk Railway has already refused to accept goods for local points on the Georgian Bay and Manitoulin Island, and the C.P.R. has notified shippers that it may be compelled to refuse, three days prior to November 29, all merchandise for the

upper lakes for shipment on the steamer due to leave on the date named.

The heavy shipments that are being forwarded by the last boats is the cause of the railways refusing and threatening to refuse freight.

THE SMOKE NUISANCE IN TORONTO

TORONTO is concerned over a by-law which one of the aldermen of that city proposes to ask the council to adopt, for the purpose of abating the smoke nuisance.

The object of the alderman is, no doubt, a worthy one. The smoke that pours out of tall factory chimneys blackens neighboring dwellings, as well as indicates commercial activity. And, while everyone is pleased to see tall chimneys, no one is pleased with the black smoke that pours from them. To overcome the evil inventors many have tried their skill, but, it is held, without being able to devise satisfactory ways and means of compelling furnaces to consume their own smoke.

Toronto aldermen are, by no means, noted for their cleverness, but one of them, as already pointed out, and he has the support of others, has conceived the idea that, as smoke is a nuisance, it not only should be, but must be, consumed. He proposes, therefore, off handed, to compel manufactories to use smoke consumers.

There are many manufacturers who would only be too glad to use smoke consumers, if they could secure those which would consume smoke in practice as well as in theory. But tyros rush in where the experienced fear to tread.

Before attempting to pass a by-law compelling manufacturers to use smoke consumers, the city council of Toronto should at least learn whether there are consumers which actually do consume. To pass a by-law and to put manufacturers to expense before that point has been made clear is most unfair.

The Toronto City Council has driven away a good many many manufacturers from its borders in years past, and care should be taken that the old policy is not resurrected.

The board of trade and the Manufacturers' Association are to be commended for the influence they exercised in having the passing of the by-law deferred for one month.

BUSINESS EVILS AND THEIR REMEDY.

AS long as competition exists, and that will be as long as buying and selling are carried on, jealousy will be in evidence and price-cutting practised.

But, while this is true, it is no reason why communities of business men should not try by every legitimate means to neutralize as much as possible those things which are not conducive to their welfare.

What will tend to this end is a better understanding among those who compose the community of business men.

Associations are good things, but they are only good in as far as they promote acquaintanceship and good - fellowship among the members. And, while there is no better medium to-day for the promotion of unity among merchants, it does not follow that the absence of the one means the absence of the other.

The condition of affairs in a certain Ontario town of over 6,000 inhabitants proves this. The merchants there have no association, but they have common sense. And the result of it is a sort of unwritten law governing them in regard to many important business practices.

Unremunerative prices, unbusinesslike and dishonorable tricks of trade are not entirely absent there, but no town in Canada has the reputation of being so free in these respects as the one in question. And commercial travelers give the town a high reputation in which to sell goods, which is only a natural concomitant, for merchants who sell well usually buy well.

It is obvious, therefore, that, while an association is to be recommended, inability to form one is not sufficient reason for communities of business men living in discord. A social evening, even but once or twice during the winter months, would soon convince many of this.

THE CANADIAN ROUTE TO THE WEST INDIES.

IT was for many years argued that one of the drawbacks to the development of Canadian trade with the British West Indies was the want of a steamship service running out of the ports in the Maritime Provinces equal in rates and efficiency to

that running out of New York. Fortunately this argument can no longer with truth be advanced.

The service from Canadian ports to the West Indies is now equal to that from any port in the United States. Not only has the fleet of steamers been doubled, and the sailing from Halifax to St. John made fortnightly instead of monthly, but the steamers have been fitted throughout with modern conveniences and the freight and passenger rates are as low as on competing lines running out of New York. This latter statement was given utterance to at the last annual meeting of the Maritime Board of Trade, and investigation made since then has proved that it was based on fact.

With all things now equal, **HARDWARE AND METAL** sees no reason why those shipping merchandise to the West Indies, or those who take trips thereto during the winter, should not patronize the Canadian route.

The Canadian boats touch at Bermuda, Turks Island, Jamaica, St. Kitts, Antigua, Montserrat, Dominica, St. Lucia, Barbadoes, St. Vincent, Grenada, Tobago, Trinidad and Demerara, thus affording much convenience to shippers and many attractions to tourists.

In an attractive folder, which the Pickford & Black Steamship Co. recently issued, is a table of distances which we consider interesting enough to be reproduced in these columns. Distances by the Windward Islands route are as follows:

	Miles.
Halifax to Bermuda.....	780
Bermuda to St. Kitts.....	925
St. Kitts to Antigua.....	60
Antigua to Montserrat.....	35
Montserrat to Dominica.....	97
Dominica to St. Lucia.....	83
St. Lucia to Barbadoes.....	108
Barbadoes to St. Vincent.....	97
St. Vincent to Grenada.....	76
Grenada to Tobago.....	96
Tobago to Trinidad.....	79
Trinidad to Demerara.....	357
Total miles.....	2,793

By the Jamaica route:

Halifax to Bermuda.....	780
Bermuda to Turks Island.....	770
Turks Island to Jamaica.....	420
Total miles.....	1,970

SHARP RISE IN ROPE.

The strength of the hemp market, already referred to in previous issues of this paper,

has resulted in a rather sharp advance in the price of sisal and manila rope.

In sisal the rise is 1c. per lb. and in manila 2c. per lb. The base price of the latter is now 12½c. per lb. and of the former 8½c. per lb.

It is worthy of note that the hemp markets began to appreciate immediately after the price of rope was reduced a few weeks ago by the manufacturers in Canada.

BINDER TWINE MUST BE STAMPED.

HARDWARE dealers should make a mental note of the fact that all binder twine sold in Canada must now be stamped to show the number of feet of twine per pound in the ball. Owing to the strong agitation in favor of legislation to this end, the following Act was passed at the last session of the Federal Parliament:

1. Upon, or attached to, every ball of binder twine offered for sale there shall be a stamp with the name of the manufacturer or importer, stating the number of feet of twine per pound in such ball.

2. Every manufacturer or importer who neglects to comply with the provisions of this section shall, upon summary conviction, be liable to a penalty of twenty-five cents per ball, but no deficiency in the number of feet contained in any ball shall be deemed a contravention of this section unless such deficiency exceeds five per cent. of the length stated upon such stamp.

3. Any proceedings under this section shall be taken within six months from sale of any such ball.

4. This section shall come into force on the first day of October, one thousand nine hundred, and shall apply to all binder twine imported into, or manufactured in, Canada after that day.

The cause of the agitation which led the Government to enact the above was the practice of some manufacturers of selling as 550 or 600 ft twine balls which did not average more than 475 or 500 ft. to the pound. This practice became so pronounced in some sections that the consumers and the trade generally were sufficiently aroused to press the Government to take action.

The law as it now stands will prove satisfactory to the hardware dealers who have almost without exception handled legitimate goods. They will be in a better position to meet the competition of agents who have not been so particular that the twine they sold should be of standard length.

He who would succeed must mind his own business. If he is concerning himself about what his competitor is doing he can hardly be doing his duty to himself.

PRICES IN THE RETAIL HARDWARE TRADE.

A SCHEME OF THE MONTREAL ASSOCIATION TO MAKE THEM UNIFORM.

WEDNESDAY evening was cyclonic and wet, but yet about 20 enthusiastic Montreal hardwaremen obeyed the summons of Secretary Magnan and attended the meeting of the Montreal Hardware and Paint Dealers' Association held in Monument National. In spite of the small attendance, a keen enthusiasm prevailed, indicating the deep interest being taken in the new organization.

After approving of the constitution as it was drafted by the committee, a discussion took place upon the ways and means most advisable to secure the immediate ends for which the association was organized; namely, to put a stop to wholesalers selling retail. It was decided that letters be written by the secretary to all the jobbers in Montreal, setting forth the grievances under which the retail hardwaremen are now laboring, and asking them to discontinue selling retail at any price.

The dissatisfaction was also expressed with the way in which the retailers' prices were determined, and it was decided that the association would agitate to have retail prices set by the manufacturers who now set prices for jobbers. Consequently, the secretary will write to Jenkins & Hardy representing the various manufacturers' associations and ask these various organizations:

1. To establish prices at which goods are to be sold to the consumer.
2. To give enough rebate to merchants so that there will be a reasonable profit for the smallest retailer.
3. To have a gradation price for large quantities.

The jobbers will be asked to lend their assistance towards the attainment of these objects. As it is now, the retailers have no fixed prices, and, in many cases, to meet competition, both inter se and from the wholesalers, they must sell goods at the very price for which they buy. This is essentially unjust, as it is unprofitable, and, if the manufacturer can assist in giving the retailer a reasonable profit, there is no doubt he will lend his aid. All concerns handling goods ought to be rewarded for time and labor.

The association has outlined its plan of campaign. It does not expect to do all it wants to do in a rush; it is going to work slowly and systematically, trusting to its strength and zeal and the enthusiasm of its members to obtain for them their just rights and deserts.

A MONTREAL WINDOW TRIM.

There are some hardware merchants who are sufficiently well acquainted with the beauties of a hardware stock to know that a window can be attractively dressed with

goods sold over the hardware counter. One of these is Mr. H. Sylvester who trades at the corner of Napoleon and St. Lawrence streets, Montreal.

He generally keeps well-dressed window trims of original design, but he has one this week that is particularly unique. It is a trim of sporting goods. Prominent in the window are skates, and to display this year's styles he has the latest productions placed beside those used in years gone by; he even has samples of skates used about 1850. Hockey sticks and other sporting goods are attractively arranged. In the same window is a hardware clock with a circular saw as a background for a dial. The face is produced by other tools. All through it is a timely display that merits imitation.

FIRST OF THE STEEL CARGO FLEET.

THE passage of the steamer Monks-haven through the port of Montreal, with a cargo of Andrew Carnegie's steel, from the upper lakes, to Avonmouth, Eng., marks an important epoch not alone in the Montreal trade but also in the trade of the great lakes.

The Monkshaven is the first of four ships belonging to the Alcoma Central Steamship Co., which are expected to pass through Montreal for the same destination, with similar cargoes, before the close of navigation. All have taken their steel cargoes at Conneaut, Ohio, and, after completing their loading below the locks, will proceed directly to the other side of the Atlantic, where they will remain in the coast trade till the spring, returning to America in time for the opening of navigation.

These vessels differ from the new lake vessels, being built for ocean trade, with respect to the shape of their bottoms. Those of the Monkshaven class are only carrying 1,001 tons of steel through the canals, taking their additional freight after getting into deep water, while the new vessels will be constructed in such a manner as to carry 2,000 tons through the canals, obviating the necessity of stopping en route to complete their cargoes.

The Monkshaven is 240 feet long and 32 feet in the beam so that in point of size she has still 20 feet in length and eight feet in width to spare in going through the locks. It is the capacity of these canals and the improvements made to the route which make it possible for the development of this new carrying trade. If found satisfactory, it is believed that a very large trade will be built up by the Carnegie interests in loading their product in the lakes for direct shipment through to the Atlantic.

The Monkshaven was delayed at Montreal while some repairs were made to her machinery. She is moored in Wellington basin and will proceed down the river to-night or early to-morrow.

The three vessels which are following close behind her, are the Asuncion, the Theano and the Paliki. The Asuncion is expected to pass through on Thursday and will be accompanied by two barges.

Two more vessels, of a different nature, the Georgetown and the Leafield, are expected to pass down shortly from the lakes also.—Montreal Star, November 20.

INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

A DESPATCH from Kingston, Ont., in corroboration of the statement that the Hon. Wm. Harty had bought the Kingston Locomotive Works, states that \$25,000 will be spent in installing the necessary machinery to make the plant up-to-date.

The Durham Portland Cement Co., Limited, Durham, Ont., has been incorporated with a capital of \$150,000.

The capacity of the Hanover Portland Cement Co., Hanover, Ont., is being increased from 200 bbls. per day to 300 bbls. per day.

The Nickel Copper Co., Hamilton, is now refining nickel and copper. Nickel ore is now arriving at the works from Worthington, near Sudbury.

C. L. Meyer has written to Mayor Minnes that the smelter project for Kingston, Ont., is going ahead. The plans are about ready, and soon building will proceed.

The steam barge Jennie, of Hamilton, loaded with pig iron, bound for Cobourg, Ont., sank outside Pickering harbor on Wednesday. The crew reached the shore in safety. The cargo will be saved.

The Sheridan Foundry Co., New Toronto, this week celebrated the 10th anniversary of the assumption of the business by J. R. Phillips. The company raised a flag and the employees were given a half-holiday.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

PROPOSED BLAST FURNACE FOR ST. JOHN.

THE SUN, of St. John, N.B., under date of November 19, has the following: "Russell P. Hoyt, general manager of The Mineral Products Co., has a scheme to build a blast furnace for the manufacture of ferro-manganese in St. John. This company controls the very large deposit of bog manganese at Dawson settlement in Albert county, and also the Stockton manganese mine near Sussex, besides undeveloped manganese properties in other parts of New Brunswick.

"Mr. Hoyt is looking for concessions from the civic authorities, as his enterprise will call for an initial expenditure of nearly \$250,000, and should give steady employment to about 250 men.

"Mr. Hoyt has seen President McLaughlin and other members of the board of trade, and also Mayor Daniel, who will doubtless arrange to have Mr. Hoyt's proposition laid before the council for their consideration.

"It is absolutely necessary that the situation for the proposed furnace should be accessible by water as well as by rail, since the manganese clinker now made at Hillsboro' would be brought here by water in schooners or steamers, and the fuel, which is coke, would probably also come by water.

"St. John is well situated for this industry, being so near the market in the United States, where there is a constant demand by the numerous steel manufacturers for ferro-manganese. The English market could also be reached easily from St. John, should the price warrant a trial in that field.

"On Saturday Mr. Hoyt, accompanied by City Engineer Peters, inspected some of the city properties suggested as suitable for his purpose. It is expected that the capacity of the furnace will be 100 tons per day. To make this will require 200 tons of manganese ore of the quality found at Dawson, which also contains the iron required to produce the standard 80 per cent. ferro-manganese. It will also require 100 tons of limestone, so that the enterprise would employ important subsidiary industries. Mr. Hoyt considers that he will require six to eight acres of ground for his operations. Some 200 tons of slag would have to be disposed of every day. It is suggested that use could be made of part of this, for road-making and railway ballast. Proposals have been made to the company to go to Pictou and to Halifax, but Mr. Hoyt thinks if he can make suitable arrangements at St. John, the locality will be more convenient, as it is nearer the properties and also to the market. There is no duty on ferro-manganese exported to the United States,

The Time to Think.

After you've finished a season of paint selling, it's time to think ahead to the next; it's time to count up the sales for the season and find out whether you've been gaining or losing—whether you've sold as much paint as you ought to.

THE SHERWIN-WILLIAMS PAINT

has been making big gains for its dealers all through the year. It's jumped ahead many thousand gallons. It's built up its own business and also the general business of the dealers.

Big business and big gains every year come with S.-W. P.

If you want to count up gains at the end of next season write to us for the way we keep.



CLEVELAND.
CHICAGO.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO.

SAN FRANCISCO.
KANSAS CITY.



and the Canadian Government pays the same bounty for its production as is given for iron."

NICKEL WORKS AT COPPER CLIFF.

The Orford Copper Co., which have been for years refining, at their works in New Jersey, the copper nickel matte of The Canadian Copper Co., are now establishing a smelting or refining works at Copper Cliff, a few miles west of Sudbury, in the vicinity of The Canadian Copper Co.'s McArthur mine. It is expected the refinery will be completed about the end of this year.

The works will be capable of treating about double the present matte output of The Canadian Copper Co., and will employ about 150 men. The plans, while they do not mean complete refinement of the ore in Canada, carry the work a good deal farther than is done at present, and reduce that to be done at the New Jersey works to a very small percentage.

WILL SELL HARDWARE ONLY.

H. Bishop & Son, hardware and dry goods dealers, grocers, etc., Exeter, Ont., have decided to discontinue all their departments but hardware, so have sold their stock of groceries and dry goods. They intend increasing their hardware business considerably.

PERSONAL MENTION.

MR. C. A. THOMAS, the popular and well-known commercial traveler for western Ontario, who has recently looked after this territory for H. S. Howland, Sons & Co., wholesale hardware, Toronto, has now severed his connection with this firm and has taken a position to represent the Sherwin-Williams Paint Company on his old territory in place of Mr. W. S. Fallis, who has been transferred by the Sherwin-Williams Co. to the Maritime Provinces.

Mr. H. Best, proprietor of the Gilmore Paint Works, Bedford, Que., was in Montreal on Thursday, looking after his fall importations.

Geo. C. Stannard, traveler for E. T. Wright & Co., tinware manufacturers, Hamilton, Ont., had a narrow escape from drowning on the ill-fated Monticello as he had engaged passage on the vessel, but was detained by a customer.

D. D. Buchanan, manager of the Dawson store of McLellan, McFeely & Co., who arrived from the north a few days ago, will leave in a week for Southern California, where he will spend the first part of the winter. He will leave here about January 1st for Dawson, and R. P. McLennan, who has been in the north for nearly a year, will come out to the Coast. He will probably be in Vancouver soon after February 1.

KEEPING THE TRAVELER WAITING.

HARDWARE AND METAL has frequently referred to the injustice of unnecessarily keeping travelers waiting. The following from Stoves and Hardware Reporter is along the same lines:

"The businessman who keeps other people waiting any longer than is necessary has a poor idea of the value of time or of what is due to others. Traveling salesmen often complain about the slight courtesy they receive from those on whom they call. They are kept waiting for an order even when the buyer needs the goods and knows he must order them at once. Naturally, then, they are not disposed to regard their customer with any too great degree of favor and they are likely to communicate this feeling to the house which they represent, a communication that may possibly cause the house to withdraw some of those little accommodations on which the customer has become accustomed to rely.

"The customer, as a rule, is too often induced to believe that the selling house depends on his trade and cannot get along without it. The house may want that trade as a small part of a great whole, but it can manage to exist without it and the buyer who thinks otherwise will come down from his self-erected pedestal of importance with a thud that will open his eyes to something else than stars. The traveling salesman may not be a very important individual in his own person, but he stands as a representative of a selling house which deserves recognition in proportion to its standing in the world of business. Don't keep him waiting! His time may be more valuable than your own."

DON'T MAKE THE SAME MISTAKE.

The story is told of a stove dealer who made a mistake in advertising. On a stand in front of his store, says Stoves and Hardware Reporter, he placed two heating stoves and a steel range, with the range on the extreme right. Extending along the stand was a placard, on which was printed in large letters the words: "For Sale, Only \$7.50." A passer-by noticed the display and the placard, examined the range and noted the price-mark on the placard. Then he went into the store, asked for the proprietor, looked at the range again, and finally said he would take it, but when he tendered the money in payment, he was told that the price was not \$7.50, but \$25. He called the dealer's attention to the card, but the latter replied that the price-mark applied to the heaters alone and not to the range, which was fully worth the price asked for it. The customer replied that this might be true, but that he had been led to believe

otherwise, and would not buy goods from anyone who deliberately misrepresented facts for the purpose of attracting trade. The moral of the story is in every line of it.

The McClary Manufacturing Co., London, Ont., intend erecting an addition to their factory in that city.

TRAVELERS' CONVENTION.

The annual convention of the traveling salesmen of the Canada Paint Co., Limited, Montreal, has been called for December 17 at the head office and works of the company mentioned. The annual dinner and entertainment will take place on December 20.

There are None Better

IVER JOHNSON GUNS AND REVOLVERS

ARE NOTED FOR THEIR

Fine Finish,
Careful Workmanship
and
Safety Features

SEND FOR CATALOGUE

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.

HOLD YOUR ORDER

Until you get
Our Quotations

We are now revising our prices for 1901, and, although raw materials are leaning toward an advance, we are so fully stocked as to enable us to reduce a great many of our lines.

Our facilities, along with the large stock in our warehouses, make it possible for us to ship goods exactly when required, so that there will be no delay occasioned by the holding of your orders until our traveller calls on you.

If you have not received our price list in former years, drop us a line, and we will place you on our mailing list.

Boeckh Bros. & Company, 80 York St., Toronto, Ont.

H. S. HOWLAND, SONS & CO.

WHOLESALE.
ONLY

37-39 Front Street West, **Toronto.**

ONLY.
WHOLESALE

SNOW SHOVELS.

"FAVORITE"

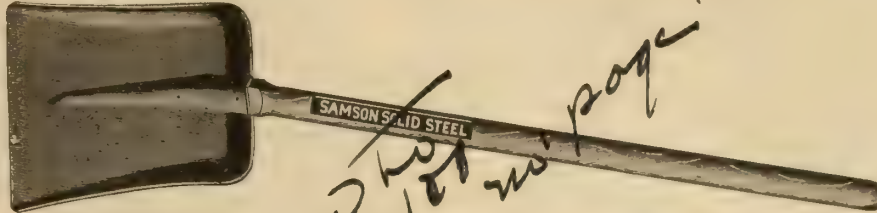
Painted Red
Stock Sizes
6, 7, 12 or 13 in.



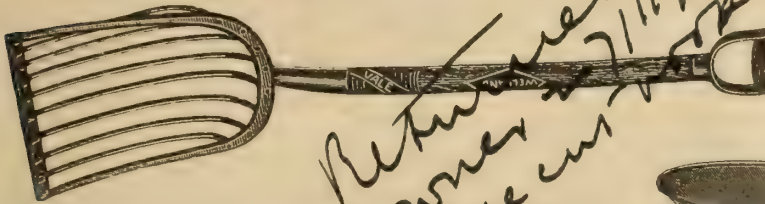
Best Wood
Snow Shovel
made.

"STEEL BLADE"

Japanned
2 sizes
"Boys," 7 x 11
and
"Snow" or "Stable"
size.



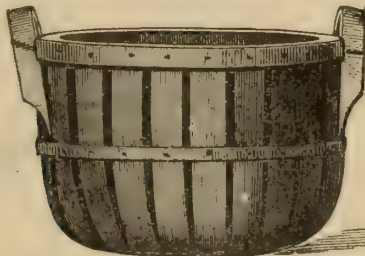
Best Steel
Snow Shovel
made.



VEGETABLE SCOOPS, D Handle, width of mouth 12-in.



FURNACE SCOOPS, D Handle.



SPLINT BASKETS.
All Sizes.
Special Price for 1½ Bushel.
Write for Price.



WHEELBARROWS, Tubular Frame, All Steel.
Best Barrow for Coal or Ashes.



TARRED STRAW-BOARD, 32-in. wide.



PLAIN STRAW-BOARD, for Lining Buildings.
32-in. wide.
SAMSON DRY FIBRE, for Lining Buildings.
32-in. wide.



TARRED ROOFING FELT, 32-in. wide.
MOTH-PROOF CARPET FELT, 36-in. wide.



ASBESTOS BUILDING FELT.
Thin, about 6-lb. 100 Sq. ft.
Medium, about 10-lb. 100 Sq. ft.
Heavy, about 14-lb. 100 Sq. ft.

H. S. HOWLAND, SONS & CO., Toronto.

OUR PRICES
ARE RIGHT.

Graham Wire and Cut Nails are the Best.

WE SHIP
PROMPTLY

THE IMPROVEMENT IN THE IRON TRADE.

ONE of the surest indications of the wave of prosperity that has been sweeping through the iron trade in the past three weeks is the general depression of anything like a boom. The stream of orders has been so steady from every quarter since the election, as to suggest the danger that last year's excitement might be repeated.

Strong as the situation is from every point of view it does not appear as yet that the mistakes of 1899 will be repeated. The time of year is against such repetition; producing capacity is ample for all probable needs, and foreign iron markets are receding, so that the outflow of export steel is likely to be checked. The past week has given added evidence of healthy activity in all districts and in all lines of production. After several weeks of comparative quiet, the steel rail market took on new life, Pittsburg and Chicago between them booking 150,000 to 200,000 tons of rails, including a large order from the C. B. & Q. railroad, of which Pittsburg secured 70,000 tons. It is probable that 750,000 tons of rails have now been booked for 1901 delivery, and it is known that large additional orders will be placed in the next few weeks.

Pig iron buying has continued on a liberal scale, though it is perhaps not so heavy as in the first week after election. Foundries are still doing the bulk of it, while mills and steel works are taking their quota of gray forge and basic. Some of the pig iron selling firms have established records in the past 10 days, for the tonnage booked, and November is expected to prove a banner month. Prices have advanced all around, though quite unevenly, being now from 75c. to \$1.75 above low point, with \$1 as a fair average. Southern No. 2 promptly went to a basis of \$11 Birmingham, and some producers have quoted \$11.50 in the past few days. Forge iron is firm at 75c. to \$1 above the low mark. In Bessemer iron there has been little business, and the large steel interests are not likely to be buyers in the near future. No price has been fixed by the merchant furnaces, in view of this condition, but small sales have been made at \$13.50 to \$14 valley furnace.

The blast furnace statement shows that current production is now about equal to the make in the fall of 1898 when the revival began—215,304 tons a week on November 1, against 213,043 tons a week on September 1, 1898; and 201 furnaces were active November 1, as against 296 on February 1 when the high point in production was reached at 298,014 tons a week. There is

thus room for considerable expansion in pig iron output, and the furnaces kept idle through the summer are already beginning to come into line.—Iron Trade Review, November 22.

ON TO RICHMOND.

Messrs. Peleg Howland and J. Hardy, president and secretary respectively of the Wholesale Hardware Association of Canada, left on Monday for Richmond, Va., where they will be guests of the National Hardware Association of the United States, now in session in that city.

A SERIOUS CHARGE.

Malcolm Gray, formerly hardware dealer in Orangeville, Ont., whose arrest was noted in this paper two weeks ago, was committed for trial at Orangeville, on Friday last week. At the preliminary hearing in Toronto, evidence was given to the effect that Mr. Gray had recently made representations that his business was paying well; that he received \$9,600 for his business in 12 notes of \$800; that he had stated that there were some creditors he would not pay; that he had sent eight of the notes to California and that he had made enough money and would not have to work any more. The

detective who arrested him swore that the latter said he was going to make the arrest pay him; he was paid \$9,600 for the business and he was going to fool the customers.

NEW PRICES ON PAINTS.

HARDWARE AND METAL is in receipt of a circular from the Sherwin-Williams Co., paint and varnish manufacturers, Montreal, Toronto, etc., in which they state that the large increase in price of linseed oil has compelled them to advance prices on many of their products. The new prices took effect Monday. The circular further states: "We are preparing a new edition of our price list, which we hope to place in your hands shortly."

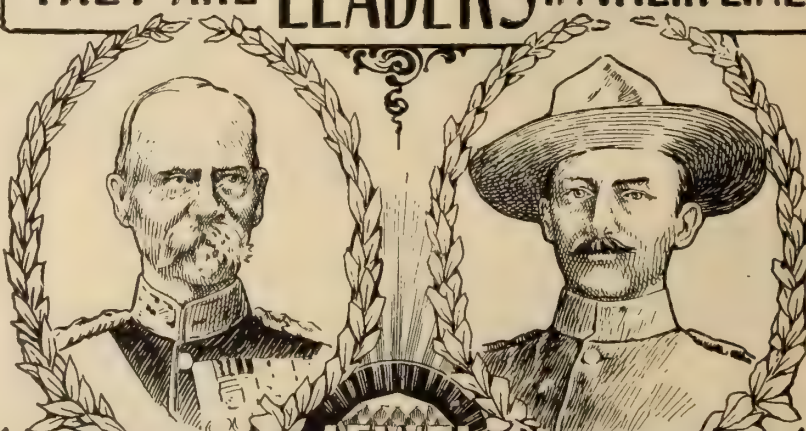
"Our present high costs were unexpected, and, in order to fully maintain the high standard of our products, it has become absolutely necessary to make these changes."

"We hope all of our agents will at once make a corresponding advance in their retail prices, which is well warranted in face of the present high prices of all painting materials."

BOUND FOR THE CONVENTION.

Twelve of the Canadian salesmen of the Sherwin-Williams Paint Co. passed through Toronto this week en route to Cleveland to attend the 20th convention of this company.

THEY ARE LEADERS IN THEIR LINE



SO ALSO ARE JEWEL STOVES & RANGES

The ————— Manufactured by
Burrow, Stewart & Milne Co.
 HAMILTON, ONT. ... Limited

➔ **NEW CATALOGUE now ready.**

Above cut will be sent to any customer for advertising in local papers.

ECLIPSE ...CLEANABLE... REFRIGERATOR

"A Meritorious Patented Specialty."

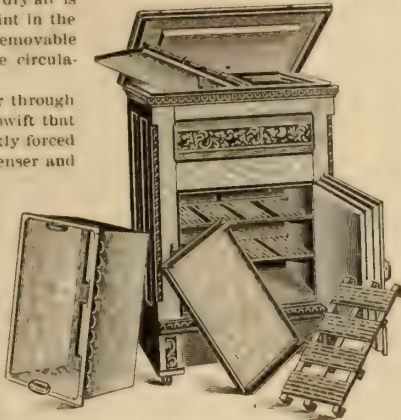
The only removable ice-chamber refrigerator in which the cold, dry air is conducted to the lowest point in the provision room, through a removable flue; thus creating a positive circulation.

The upward current of air through the provision chamber is so swift that moisture and odors are quickly forced to the ice, the proper condenser and purifier.

The interior is all metal, and all parts are accessible for cleaning.

Made in attractive, plain and ornamental finishes, neat and tasty in design and of excellent workmanship.

The Eclipse Cleansible has a larger ice-chamber than any other make in the world, and is a veritable sanitary or hygienic dry-air refrigerator.



Catalogue on Application.

ECLIPSE REFRIGERATOR WORKS
BURLINGTON, VERMONT.

COPP'S WARRIOR HEATER

For Coal or Wood.



IN the last two issues of this excellent trade journal, we have illustrated the external appearance of our wonderful heater. The cut here illustrated represents an internal view. No heater made in America will give the same heat on the same consumption of fuel as Copp's Warrior Heater.

Two Sizes:
Nos. 28 and 34.

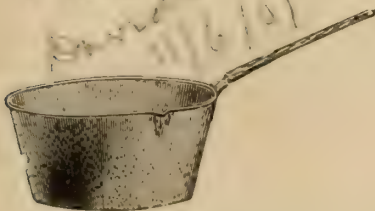
Established 1860.

Incorporated 1895.

"Crescent" Steel Enamelled Ware

AWARDED —

**Gold Medal,
Paris, 1900.**



has more than its past reputation upon which to base its claims for superiority. Its color, smoothness and finish, coupled with its great durability and the extensive variety of its lines, place it at the head of high-grade wares without any assistance from the fact that it is the ware that has held the markets of the United States for twenty years.



It is manufactured with the greatest care, sold on its merits, and never fails to satisfy.

Do you handle it? If not, write us for prices.

The THOS. DAVIDSON MFG. CO., Limited,
MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, November 23, 1900.
HARDWARE.

BUSINESS has been more active this week than for some time past. Merchants at water points are sending in fair-sized orders to be filled before the close of navigation. Moreover, the distributing trade in winter goods throughout the country has also contributed to make a considerable volume of trade. Sporting goods, such as hockey sticks and skates are selling freely, while guns and ammunition are still in fair demand. Stoves and furnace manufacturers report a flourishing trade. The market continues to gain in strength and the manufacturers have advanced prices on bar iron 15c. per 100 lb. Wholesalers have not moved prices to a parity with the advance, but all goods are held firmly at higher quotations, and \$2 bar iron is looked for before Christmas. What has contributed much strength to the market is the advance in steel billets by the steel makers in the United States. As yet we have not heard that wholesalers are

buying any great quantity of goods and apparently they are trying to pass stock-taking time and the turn of the year with stocks as small as possible. Cordage is advanced.

BARB WIRE—There is nothing doing in barb wire at the present moment, the demand being slow at \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—Trade in this article is also quiet at unchanged figures. We quote: Nos. 4 and 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

SMOOTH WIRE—Business is rather slow in most lines, although annealed wire is selling fairly well. The base price is \$2.80 per 100 lb.

FINE STEEL WIRE—There is no change in the condition of the market to note. The discount is 17½ per cent. off the list.

BRASS AND COPPER WIRE—Discounts remain as they were last week. These articles are not attracting much attention.

Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Trade is rather quiet. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—A fairly good trade has been done in wire nails this week, business now being without restraint. We quote: \$2.85 for small lots and \$2.75 for carlots, f.o.b. Montreal, Toronto, Hamton, London, Gananoqua, and St. John, N.B.

CUT NAILS—Trade has been brisk this week, and large lots have been turned over at unchanged prices. We quote: \$2.35 for small and \$2.25 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Orders have again been numerous this week, and trade maintains a good volume in this line. The discounts are 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—Stocks are pretty well run down. Business continues good. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50;

CHRISTMAS IS COMING.

SORT UP YOUR STOCK WITH



**McClary's
Decorated
Enamelled
Wares.**

Most Original in Design, Elegant in Appearance,
Extra Good Quality.

Made in Three Grades:

EXTRA BLUE DECORATED,
EXTRA IMPERIAL GREEN DECORATED,
WHITE DECORATED.

We are the Largest Dealers in Canada in

Queen's Head Galvanized
Iron.



Apollo Galvanized Iron.

Black Sheet Iron.

Tinned Sheet Iron.

Sheet Zinc. Canada Plates. Tin Plates.

AND ALL...

Materials and Stocks

FOR

Tinners' Use.

Give us Specification for Your Spring Import Order
and we will Quote Prices.

THE McCLARY MFG. CO.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

VANCOUVER.

With our extra large stock we guarantee the most prompt shipment.

The businessman looks to his costs all round; the mere galvanized-iron worker, perhaps, may like to pay wages—the more the merrier.

American Sheet Steel Company, New York.

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

.. FULL STOCK ..

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3 75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3 85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—The call continues fair. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 1/2 per cent.

BOLTS—There is nothing new to report in bolts; a sorting trade is being carried on. The discount on plough bolts has been lowered to 50 per cent., showing a firm feeling. Discounts are as follows: Carriage bolts, 65 per cent.; machine bolts, 65 per cent.; coach screws, 75 per cent.; sleigh shoe bolts, 75 per cent.; bolt ends, 65 per cent.; plough bolts, 50 per cent.; square nuts, 4 1/2 c. per lb. off list; hexagon nuts, 4 3/4 c. per lb. off list; tire bolts, 67 1/2 per cent.; stove bolts, 67 1/2 per cent.

COTTERPINS — Business continues unchanged. We quote: 55 per cent. off English list, or, according to American list, all sizes but 3/8 in. wire, 80 per cent. off, and 3/8-in. wire, 70 per cent. off.

RIVETS—There is nothing new to note. The discount on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE — Cordage has reacted and prices have advanced considerably. Manila is worth 12 1/2 c. per lb. for 7-16 and larger; sisal is quoted at 8 1/2 c. per lb. for 7-16 and larger. Lath-yarn is worth 8c. per lb.

SPADES AND SHOVELS — Spades and shovels are moving all the time, and the call for snow shovels has been heavy. The discount is 40 and 5 per cent.

TACKS—A fair business on tacks has been done at unchanged prices. We quote: Carpet tacks, in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—The amounts moving are decreasing in size. The prices range about \$17 to \$24, as to brand, ex wharf.

CEMENT—Trade keeps up fairly well. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10 per bbl.

METALS.

The feeling continues strong. The feature of the week has been the meeting of steel makers of the United States in New York,

RUSSIA IRON

Genuine and Imitation.

CANADA PLATES

Ordinary and All Polished.

SHEET ZINC "V.M." Brand SANDERSON'S CAST STEEL.

In stock at Montreal. Close prices to wholesale buyers.

A. C. LESLIE & CO.

AGENTS, MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

PIG TIN
INGOT COPPER
LAKE COPPER
PIG LEAD
SPELTER
ANTIMONY

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

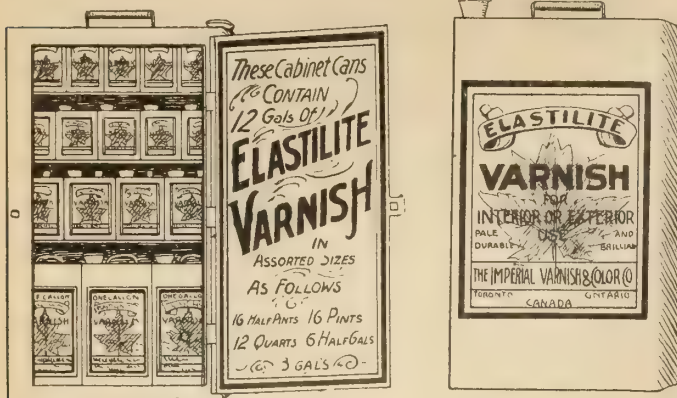
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

These Cuts represent a Front and Back View of our



Elastilite Cabinet Show Can

which we give free with twelve gallons, assorted sizes, of Elastilite Varnish, to new customers.

It is about three feet high, and in proportion to a one-gallon can; beautifully lithographed.

It makes a splendid centre-piece for dressing the window or counter, is very convenient for storing the Elastilite Varnish, and is a constant reminder to all that they have some varnishing at home to do, and, when people are convinced you have something they want, your sale is as good as made. This is where Elastilite will help you.

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz.:

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

at which a combine price was set on steel billets. This is one of the most important moves in American steel for many a day. The price of 4 x 4 inch Bessemer billets has been fixed at \$19.75, delivered, Pittsburgh or Wheeling district, with \$1 advance for small billets from 3 inch square down to 1 1/2 inches, and \$1 advance for soft basic open-hearth billets over the price of Bessemer. This will certainly affect all metal markets in sympathy. We hear that the manufacturers have again advanced the price of bar iron this week and the market seems strong, \$2 bar iron being looked for before Christmas. We hear also that sheet copper is higher. Black sheets and lead are lower.

PIG IRON—Values are firmly maintained, and, although business is quiet, it is chiefly the fault of buyers. Canadian pig is worth \$20, and Summerlee, \$24 to \$25.

BAR IRON—The feeling is still strong, and, although wholesalers have not kept equal pace with the manufacturers in raising prices, they have advanced to some extent, and the ruling figure may now be put at \$1.65 to \$1.70. Further advances are looked for.

BLACK SHEETS—A good business is doing at reduced prices. We quote: \$2.85 for 8 to 16 gauge.

GALVANIZED IRON—The demand continues good. We quote as follows: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—The market is firm at 17 1/2 c.

INGOT TIN—The demand is good at unchanged prices. We quote 34c. for Lamb and Flag.

LEAD—There has been a drop of 10c., the ruling figure now being \$4.65.

LEAD PIPE—A fall trade is still being experienced. We quote 7c. for ordinary and 7 1/2 c. for composition waste, with 15 per cent. off.

IRON PIPE—The feature is a scarcity of galvanized pipe. The demand continues brisk. We quote: Black pipe, 1/4, \$2.80 per 100 ft.; 3/8, \$2.80; 1/2, \$2.85; 3/4, \$3.05; 1-in., \$4.35; 1 1/4, \$5.95; 1 1/2, \$7.10; 2-in., \$9.50. Galvanized, 1/4, \$4.90; 3/4, \$5.40; 1-in., \$7.35; 1 1/4, \$9.75; 1 1/2, \$11.70; 2-in., \$15.75.

TINPLATES—There is no change to note. We quote: Coke, \$4.50; charcoal, \$4.75.

CANADA PLATE—A good trade has been done this week. We quote: 52's, \$2.90; 60's, \$3; 75's, \$3.10; full polished, \$3.75, and galvanized, \$4.60.

TOOL STEEL—Firm. We quote: Black Diamond, 8c.; Jessop's 13c.

STEEL—Firm. We quote: Sleighshoe, \$1.85; tire, \$1.95; spring, \$3.10; machinery, \$3.25, and toe-calk, \$2.50.

TERNE PLATE—Are selling fairly well at \$8.25.

SWEDISH IRON—The feeling is steady at \$4.25.

COIL CHAIN—More goods are moving this week. We quote: No. 6, 11 1/2 c.; No. 5, 10c.; No. 4, 9 1/2 c.; No. 3, 9c.; 1/4-inch, 7 1/2 c. per lb.; 5-16, \$4.60; 5-16 exact, \$5.10; 3/8, \$4.20; 7-16, \$4.00; 1/2, \$3.75; 9-16, \$3.65; 5/8, \$3.35; 3/4, \$3.25; 7/8, \$3.20; 1-in., \$3.15.

SHEET ZINC—The price is still 6 1/4 to 6 1/2 c.

ANTIMONY—Unchanged at 10 1/2 c.

GLASS.

A fair trade in glass is maintained at unchanged prices. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

The past week has been a busy one amongst the large factories in Montreal. Orders seem to have been held back both in the east and west till stocks are much depleted. Consequently, there is a great rush of orders to be shipped before the severe weather sets in. In the staple lines of goods there has been no special change. Turpentine continues in active demand and at an advance of 1c. has been freely traded in. It is anticipated that much higher figures will be paid for turpentine before the close of the year. Linseed oil may be described as steady. A large quantity is being shipped and indications point that there will be a pretty fair movement in all these staples for some time to come. Gold

leaf, dry colors and painters' sundries are without change. Varnishes and japans are experiencing a pretty fair trade. There is a great demand for putty at our schedule rates.

Although somewhat early to mention this important item to hardwaremen, we hear of a number of sales being made for immediate shipment, buyers evidently taking their chances upon this article being much higher in the spring, when the active demand commences.

WHITE LEAD—Best brands, Government standard, \$6.50; No. 1, \$6.12½; No. 2, \$5.75; No. 3, \$5.37½, and No. 4, \$5. all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.50; in kegs, \$5.75.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6¼c.; in oil, pure, 9c.; No. 1, 7¼c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 82c.; boiled, 85c., five to nine barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 63c.; two to four barrels, 62c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ¼c. additional for small lots.

SEAL OIL—47¼ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4¼ to 5¼c. for colored, and 6 to 7¼c. for white oakum, 5¼ to 6¼c., and cotton oakum, 10 to 11c.

SORAP METALS.

The market is still strong and supplies are firmly held. We quote as follows: Heavy copper and wire, 13 to 13½c. per lb.; light copper, 12c.; heavy brass, 12c.; heavy yellow, 8½ to 9c.; light brass, 6½ to 7c.; lead, 2¼ to 3c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$13 to \$14 per gross ton; No. 1 cast, \$13 to \$14; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4.

PETROLEUM.

The market is unchanged and the demand active. We quote: "Silver Star," 15 to 16c.; "Imperial Acme," 16½ to 17½c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

Dry hides are firm, but the demand for green hides is slow. We quote: Beef hides No. 1, 9c.; No. 2, 8c.; calfskins, No. 1, 8c.; No. 2, 6c.; lambskins, 80c. each; sheepskins, \$1.05 each.

MONTREAL NOTES.

Cordage is higher. Manila is advanced 1¼c.; sisal, ¼c., and lath yarn, ¼c.

Plough bolts have been advanced. The discount is now 50 per cent. instead of 60 per cent.



Do you know their advantages?

Our Metallic Cornices.

Light in weight, easily erected, durable, handsome in effect, fire-proof, and economical.

For improving an old building, or for any class of new structure, you'll find them invaluable.

In addition to the many artistic designs shown in our Catalogue, we make them to any special architectural design required.

If you'd like an estimate, send us your specifications.

METALLIC ROOFING CO., Limited,
Wholesale Manufacturers, **TORONTO, CANADA.**

ONTARIO MARKETS.

TORONTO, November 23, 1900.

HARDWARE.

THE revival in trade which has become so pronounced in the United States is also being felt in Canada. Consequently, upon the near approach of the close of navigation, a good deal of activity is usually in evidence at this time of the year, but just at the moment the quantity of merchandise going forward to the upper lakes appears to be larger than usual, and more than the last boats can take care of. It is the opinion among the wholesale hardware merchants that the volume of business for November will be larger than it was for the corresponding month of last year. During the past week or 10 days an increased demand has been experienced for horse blankets, axe handles, cross-cut saws, skates, files, lanterns, chain, building paper and roofing felt. The stove manufacturers are taxed to their utmost to fill orders. Enameled ware is also in good demand. There has been an

advance of 1 and 2c. per lb., respectively, in the price of sisal and manila rope. The price for galvanizing pressed spikes has been reduced ¼c. per lb. A rearrangement of the prices on barb wire f.o.b. Cleveland has been made. On less than carlots, the figures have been advanced slightly.

BARB WIRE—There is nothing doing. On less than carlots, the price f.o.b. Cleveland has been slightly increased, now being \$2 97½. Carlots are quoted 12½c. lower than that figure.

GALVANIZED WIRE—Business in this line is also at a standstill. The base price, f.o.b. Cleveland, is now \$2 72½ per 100 lb.

SMOOTH STEEL WIRE—In oiled and annealed wire there is very little going out, and hay-baling wire is only moving in small quantities. Base price is unchanged at \$2.80.

WIRE NAILS—Reports are satisfactory in regard to wire nails. The demand is active

and some fair-sized orders have been received. The base price is unchanged at \$2.85 per keg in less than carlots and \$2.75 in car lots.

CUT NAILS—Scarcely anything doing. We quote base price at \$2.35 per keg.

PRESSED SPIKES—The price for galvanizing has been reduced to 1¼c. per lb. extra, net. It was formerly 1½c. per lb.

HORSESHOES—Trade is so active in this line that the manufacturers cannot fill orders promptly. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

HORSE NAILS—Much the same applies to this line, as to horseshoes. The demand is active. Discount, 50 per cent. on standard oval head and 50 and 10 per cent. on Acadia.

SCREWS—Business is still good, the quantities moving out being fairly large. We quote wood screws as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—Trade is active in stove bolts, but rather quiet in tire bolts. We quote: Carriage bolts (Norway), full square, 70 per cent.; carriage bolts, full square, 70 per cent.; common carriage bolts, all sizes, 65 per cent.; machine bolts, all sizes, 65 per cent.; coach screws, 75 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 65 per cent.; bolt ends, 65 per cent.; nuts, square, 4½c. off; nuts, hexagon, 4¾c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

RIVETS AND BURRS—In copper rivets, business is good, and, as stocks were low in wholesalers' hands, the latter have been replenishing. A fair trade is being done in iron rivets. Discount, 60 and 10 per cent. on iron rivets; iron burrs, 55 per cent.; copper rivets and burrs, 35 and 5 per cent.

ROPE—In sympathy with the strength of the outside market, there has been an advance of 1c. per lb. in sisal and of 2c. per lb. in manila. The base price is now 8½c. for sisal and 7½c. for manila. Cotton rope is unchanged as follows: 3-16 in. and larger, 16½c.; 5-32 in., 21½c., and ½ in., 22½c. per lb.

ENAMELED WARE—Although there are still some good quantities going out, the volume of business is not as large as it was.

STOVES AND FURNACES—In both these lines a decidedly active trade is reported.

TINWARE—The demand is light.

CEMENT—Business has been reduced to a small volume. Prices are unchanged. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

SPORTING GOODS—The demand is about over for this season, although a fairly good trade is still being done in ammunition.

CUTLERY—Trade continues good, and up to the average for this time of the year.

METALS.

Business is good, particularly in Canada plates and galvanized sheets. Steel is particularly strong, both in price and demand, and is \$3 per ton dearer. Bar iron is also up 10c. per 100 lb.

PIG IRON—The tone of the market continues to grow more healthy and prices are gradually creeping up in the United States.

BAR IRON—The market is much stronger, the base price being quoted 10c. higher, at \$1.75 per 100 lb. for ordinary quantities.

STEEL—The demand is active and prices are firmer, being \$3 per ton higher.

PIG TIN—The demand is fairly good for small lots. Prices are unchanged at 34 to 35c. per lb.

TINPLATES—There is a fair demand for the cheaper grades for furnace work, but otherwise business is rather quiet.

TINNED SHEETS—A little better movement is to be noted in this line. We quote 28 gauge at 9 to 9½c. per lb.

BLACK SHEETS—Prices have been advanced in the outside markets, but no change has been made here yet. The demand has been good. We still quote base price at \$3.40 per 100 lb.

GALVANIZED SHEETS—These have been going out quite freely during the week. For ordinary lots we quote English at \$4.85 and American at \$4.50, but these prices would be shaded for quantities.

CANADA PLATES—Business is active. More business has been done during the past week than for some time before. Country dealers have got their early supplies well worked up, and are now renewing their stocks, although quite a few of them are only buying 5 to 10 box lots. All dull, \$3.15; half and half, \$3.25; and all bright, \$3.85 to \$4.

IRON PIPE—The demand is good and prices are firm and advancing. Black pipe is now quoted as follows: ¼ in., \$3.15; ⅜ in., \$3; ½ in., \$3.10; ¾ in., \$3.30; 1 in., \$4.65 to \$4.70; 1¼ in., \$6.40; 1½ in., \$7.70; 2 in., \$10.25. Galvanized pipe is as follows: ½ in., \$4.65; ¾ in., \$5.15; 1 in., \$7.40; 1¼ in., \$10.10; 1½ in., \$12.15; 2 in., \$16.25.

SOLDER—An active trade is to be

Oakey's 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS, LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities. Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts. Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

reported. We quote half and half, 20 to 21c.; refined, 19 to 20c.; wiping, 19 to 19½c.

PIG LEAD—The demand is good, with prices unchanged at 4¼ to 5c. per lb.

COPPER—A rather better trade is to be reported in ingot copper, although the movement is not brisk. In sheet copper trade continues good. We quote ingot at 19 to 20c.; bolt or bar at 23½ to 25¼c.; and sheet at 23 to 23½c.

BRASS—Trade is fair. Discount on rod and sheet 15 per cent.

ZINC SPelter—The demand has improved, and prices are now unchanged at 6 to 6½c. per lb.

ZINC SHEET—Trade is fair in small lots. We quote: Cask lots, 6¼ to 7c., and part casks, 7 to 7½c. per lb.

ANTIMONY—There is a moderate demand for small lots at 11 to 11½c. per lb.

CHAIN—There is an inquiry from large users for logging chain, but very few orders appear to have been booked so far.

PAINTS AND OILS.

There is not much doing. Jobbers, however, express themselves as thoroughly satisfied with the volume of trade this fall, which has proven an unusually busy season. There are no changes in prices, although turpentine is easier at the primary market and linseed oil has fallen in price at Chicago. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, \$6.62½; No. 1, \$6.25; No. 2, \$5.87½; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to 7½c.

ORANGE MINERAL—Genuine, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels,

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETT," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—138 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

GLAZIERS' DIAMONDS

of every description.
Reliable Tools at low prices.



A. SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

84c.; boiled, 87c.; 5 to 9 barrels, raw, 83c.; boiled, 86c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 64c.; two to four barrels, 63c., to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

A good business continues in nearly all lines of window glass, and, particularly, in storm sash. We still quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4; double diamond under 26 united inches, \$6. Toronto, Hamilton and London; terms 4 months or 3 per cent. 30 days.

PETROLEUM.

A good, steady demand is reported. Prices are unchanged. We quote as follows: Pratt's Astral, 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 16½ to 17c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

COAL.

Conditions are unchanged. Rail shipments are still being deferred by the rush to supply the lake trade. We quote on cars Buffalo and bridges: Grate, \$4.75 per gross ton and \$4.24 per net ton; egg, stove and nut, \$5 per gross ton and \$4.46 per net ton.

MARKET NOTES.

Iron pipe is advancing.

Steel is \$3 per ton dearer.

Bar iron is quoted 10c. higher.

Sisal rope is 1c. and manila rope 2c. per lb. higher.

The extra net price for galvanizing has been increased ¼c. per lb. on pressed spikes.

PAINTS ADVANCE IN THE STATES.

Owing to greatly increased cost of linseed oil and other raw materials, the following large paint manufacturers in the United States have advanced their prices, taking effect immediately:

Acme White Lead & Color Works, Detroit, Mich.	15c. per gal.
Heath & Milligan Manufacturing Company, Chicago, Ill.	15c. "
Senour Manufacturing Co., Chicago, Ill.	15c. "
The Sherwin-Williams Co., Cleveland, O.	15c. "
The Lowe Bros. Co., Chicago, Ill.	15c. "
John W. Masury & Co., Chicago, Ill.	15c. "

A great many other smaller manufacturers have also advanced their prices.

NO LONGER WITH THE FIRM.

The Sewall & Day Cordage Co., Boston, Mass., advise **HARDWARE AND METAL** that T. Burrowes Ross, recently of Montreal, who at times solicited orders for their binder twine and rope on a brokerage basis, is no longer employed by them.

A NEW WIRE INDUSTRY.

The Peerless Wire Co. have started in Hamilton, Ont., as manufacturers of high-grade, double-tinned mattress and broom wire. They will make a specialty of fine market and annealed wire.

Owing to delays on the part of some contractors in completing their contracts, the furnaces of The Dominion Iron and Steel Co., Limited, Sydney, N.S., expected to be put in blast on November 1, will not be started until December 31.

A despatch from Brantford, Ont., says that at the annual meeting of the Farmers' Binder Twine Co., of that city, held on Monday, a dividend of 90 per cent. was declared. Last year the company paid 100 per cent.; the year before 60 per cent., and for five years before that 10 per cent. Joseph Stratford, the general manager, was voted a handsome bonus.

MANITOBA MARKETS.

WINNIPEG, November 19, 1900.

THERE has been a considerable increase in the volume of trade this week, and it is hoped that with more snow a further improvement will follow. No change in the price lists of hardware and petroleum is noted, but castor oils have advanced $\frac{1}{2}$ c.

Price list for the week is as follows:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 05
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4.50 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin	35
Canada plate, 18 x 21 and 18 x 24	3 90
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch	45 p.c.
Rope, sisal, 7-16 and larger	8 3/4
" 3/4	9 1/4
" 1/2 and 5-16	9 3/4
Manila, 7-16 and larger	13
" 3/4	13 1/2
" 1/2 and 5-16	14
Solder	22
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bitts	12 00 to 18 00
Screws, flat head, iron, bright	75 and 10 p.c.
Round	70 p.c.
Flat " brass	70 p.c.
Round	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	50c. lb.
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.

Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	5 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	6 75
Chilled	7 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
" plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.
PETROLEUM.	
Water white American	24 1/2 c.
Prime white American	23c.
Water white Canadian	21c.
Prime white Canadian	19c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 70
Less than barrel lots	75
Linseed oil, raw	90
Boiled	93
Lubricating oils, Eldorado castor	25 1/2
Eldorado engine	24 1/2
Atlantic red	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	per 50 ft. 2 50
41 to 50	5 50
51 to 60	6 00
61 to 70	per 100-ft. boxes 6 50
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	" 2 3/4
White lead, pure	per cwt. 7 25
No. 1	" 7 00
Prepared paints, pure liquid colors, according to shade and color	per gal. \$1.30 to \$1.90

NOTES.

The Marshall Wells Hardware Co. expect to occupy their handsome new premises about the end of this month.

TRAVELERS TO GIVE A CONCERT.

The Toronto City Travelers' Association intend giving on Thursday evening, December 6, their first annual concert in Massey Hall.

While the admission will be at popular prices (25c. for all seats), the programme will be of a high standard, as may be judged from the following list of musicians, etc., who will take part: The Sherlock Male Quartette, Harold Jarvis, tenor; Miss Julie Wyman, contralto; Oscar Wenborne, baritone; Miss Tessa McCallum, dramatic reader; James Fax, humorist; University Banjo, Mandolin and Guitar Club.

The committee who have the affair in charge—Messrs. Jerry Burns, W. J. Parks, M. A. Muldrew, W. Anderson, C. H. Collins and W. F. Daniel—are advertising the event vigorously, and already much interest is manifested by the trade in it. The "boys" deserve a good house.

DROP BLACK

THE

CANADA PAINT

COMPANY'S Superfine Coach Colors, ground in japan, have an international reputation. The Drop Black is made from a strong, intense black, ground in the finest of mills, and is as perfect as human skill can make it.

MADE BY EXPERTS
TESTED BY EXPERTS
USED BY EXPERTS
in the best shops in the Dominion.

THE
CANADA
PAINT
COMPANY
LIMITED

DROP BLACK

MANAGING THE GOOD, BUT SLOW, CUSTOMER.

By Myron Conolly, in Accountics.

TO the business man with outstanding accounts the question of how to deal with the class of customer described in the title of this article is a constant and perplexing puzzle. For all other classes of debtors he has his method of treatment. The customer whose payments are prompt and on time of course affords no trouble whatsoever. For the bad accounts, while the chances of getting what is due to him are slight, at best the merchant at least has a course of action well defined. He has merely to put the account into the hands of his attorney or of a collection agency, as the case may be. The "good, but slow customer," however, is not to be thus summarily dealt with. His case is one demanding the exercise of the utmost amount of ingenuity and tact. He must not be approached in an abrupt or offensive way or he is liable to flare up and withdraw his trade. The self-consciousness that he is perfectly good will render him exceedingly susceptible to taking offence. To let him alone altogether, however, is equally unsatisfactory, inasmuch as he never will volunteer to pay unless his memory is somehow jogged along. The merchant, therefore, in his treatment of such a customer, finds himself in a very difficult position.

Some merchants, appreciating these difficulties, prefer not to have such customers on their books at all. Others, deeming that they cannot afford to display such independence, try various methods of coping with this difficulty. Some business men instruct their collectors, when calling on such a customer as above described, to appeal to his sympathies by informing him that the firm is in need of all the money it can raise. This step, however, is not advisable when it is taken into consideration that such a statement, however groundlessly made, is liable to spread abroad and place the firm under suspicion, or at least in a bad light. Other merchants again try to persuade the slow, but good customer, to give them a note, while still others declare that the very suggestion of such a course would lose for them their customer and their account, and advise, where possible, that the debt, or part of it, be taken out in trade, and in that manner the debtor may be successfully reminded that his account is not "squared."

Still another class of merchants favor the demanding of payment on instalments, deeming that the mere demand will cause the customer to awaken to the fact of his indebtedness and forward a check in full

immediately. A business man of considerable experience in this direction has a thoroughly systematic method of dealing with the good but slow customer, and his advice is certainly worthy of note. Therefore, I append what he says:

He advises, in the first place, that a draft be made upon the customer. If the draft comes back marked unpaid there are generally a few words marked on the back explaining the reason for non-payment. These excuses take such forms as "not due" or "amount incorrect," or any plausible reason for not honoring the draft that may suggest itself in the mind of the man drawn upon at the time the draft is presented. In the event of an excuse being given, a letter is then sent to the tardy customer, expressing, in mild terms, the greatest surprise that the draft was not honored, refuting the reasons given for failure to honor and expressing the intention to again make draft a few days hence, and not failing to end up with a desire for "further valued patronage."

A second draft is then made and should this also come back, not honored, a quite severe letter is despatched expressing the writer's great surprise that the account, long past due, has not been paid, gently but firmly intimating that most drastic measures must be taken, if payment is not made at once, or giving the debtor a short extension, and insisting upon the honoring of the draft that will then be made. At the same time an appeal is made to the sense of justice of the customer, and he is assured that the taking of stringent methods will be a matter of great regret to the merchant. A hope is expressed that the customer will appreciate the position in which the creditor finds himself, and that the relation of merchant and customer in the future may be of the most pleasant and cordial nature.

In the majority of instances a really good customer will not let the matter go further, but will "pay up" even though he should grumblingly request to know "whether they think he is going to run away," and if "Mr. Blank thinks he's going to fail." If, however, the next draft is not met, the account is placed in the hands of an attorney for collection, and a letter sent to the customer informing him of the action that has been taken. This invariably brings the money, providing the customer has it, and has no just reason for withholding payment. If this correspondence throughout has been managed properly, care being taken neither to be too aggressive nor too weak, even the fact that legal steps have

been taken does not always mean the losing of the customer; but, if the latter should happen, our merchant comforts himself with the reflection, "It matters not how good a customer may be, if he don't pay his accounts, I don't want him on my books."

AN ENAMELED SIGN FREE.

THE accompanying cut is a representation of an attractive enameled sign which The Nicholson File Co., of Providence, R.I., has just brought out. It is a steel plaque, finished in a deep blue enamel on one side and a brilliant scarlet on the reverse. The cuts of the file and rasp are shown in the exact shade of color of the steel, while the lettering is in silver and white. The plaque is designed to be hung up, and makes a very fine showing on the counter or walls of the



hardware store. It is quite in keeping with the effective advertising novelties brought out by this company from time to time.

The Nicholson Co. wishes it announced that they will be pleased to furnish all wholesale and retail dealers who handle their various brands of files and rasps, as well as all machine and other shops where their files are used, with the above sign upon receipt of a request. If it is a large house and more than one would be desirable for distribution among its customers, the number required will be supplied. The company proposes to enclose the signs in shipments to those of their customers who desire them. In the case of a concern which does not order direct, the sign will be supplied through its jobber or dealer.

HIS REPORT WAS A GOOD ONE.

Mr. W. H. Evans, of The Canada Paint Co., Montreal, was in Toronto on Friday renewing old acquaintances. He reported business even more than usually good, particularly in ready-mixed paints.

W. F. Earl has started his hardware and tin store in Athens, Ont.

HEATING AND PLUMBING

LUCUS A NON LUCENDO.

BY INSPECTOR IN METAL WORKER.

NO good comes of attempts to deceive the public by the systematic publication of misinformation on subjects which should be discussed truthfully or not at all. We are reminded of this by the industrious mendacity of certain ill-advised advocates of acetylene gas, which is much too good a thing in its special sphere of usefulness to need such assistance in winning recognition. Take, for example, the following, which we find in a technical journal, apparently ambitious of recognition as the special organ of acetylene lighting :

"Pure acetylene will not explode. It is only explosive like city gas when large quantities are mixed with a given volume of air and ignited. As acetylene burners use only 1-10 the amount that ordinary gas burners require, it follows that it will take 10 times as long for a given volume of acetylene to escape if a burner is left open, and, therefore, the liability of accident is reduced to 1-10."

This statement is

INGENIOUSLY MISLEADING

and may do a great deal of harm. Neither acetylene gas, coal gas nor water gas is explosive by itself. Indeed, it is not combustible without oxygen, which it gets only from admixture with air. It is a peculiarity of acetylene gas, however, that it becomes explosive when a great deal more diluted with air than either of the other gases with which it is compounded. Consequently, it has a very much wider range of explosibility than they have. With water gas, for example, the explosive mixture is from 7 to 8 to almost 20 parts of gas in 100 of air. With acetylene, however, we have an explosive mixture with anything between 3 and 30 parts of gas in 100 of air, experiments showing that its

MAXIMUM EXPLOSIVE VIOLENCE

is reached when present in air in proportions ranging from 5 to 25 parts in 100. When it exceeds 30 per cent, in admixture with air it is fiercely inflammable and highly incendiary, increasing in the intensity of its combustion as the gas percentage increases, provided, of course, atmospheric oxygen can get to it as it does to "pure acetylene" burning at a tip. In view of this fact, it does not follow that, because only one tenth as much gas will escape from a ½-foot burner as from a 5-foot burner, the liability

to accident is reduced with acetylene to one-tenth what it is with water gas. As explosive mixtures are formed where gas accumulates, and not throughout a building or apartment, there is really very little difference in the danger to be apprehended from the leakage of acetylene from an open ½-foot burner or from water gas from an open 5-foot burner. To assume that it is safer than it is tends to make people less careful with acetylene than they should be, and whatever encourages carelessness is mischievous.

A gentleman whose name is well-known to The Metal Worker readers, but who is not sufficiently proud of his exploit to care to be mentioned, lately

LEARNED SOMETHING

about acetylene, which was both interesting and instructive. He had taken home a small quantity of calcium carbide in a bottle for experimental purposes, and thought it would entertain his family to have its usefulness explained by exoteric exemplification. Procuring a tin funnel from the kitchen, he dropped a lump of carbide into his glass of water, turned the funnel over it and applied a match. A beautiful torch of luminous gas was the result, but in about 1¼ seconds there was a cannon shot; the funnel went sailing among the globes of the chandelier, the tumbler turned flip flap, spilling the water, and the lump of carbide slowly dissolved itself into gas and slacked lime in the middle of his dining table, burning a square yard out of the table cloth and spoiling the mahogany under it. This demonstration paralyzed the children, scared his wife into a fit, sent the waitress galloping after a bucket of water to quench the conflagration and produced other phenomena not down on the programme.

His further experiments with acetylene generation in home made apparatus were conducted in the middle of the back yard.

The fact is that all gases that will burn will explode with destructive violence when mixed with air in the proper proportions. Degrees of explosibility count for very little practically.

Experience with acetylene has shown that when generated in a good apparatus, stored in a tight water-sealed holder and distributed through pipes which do not leak, it is

AS SAFE AS ANY OTHER GAS;

much safer than water gas indeed, because it contains no poisonous constituent. The user would do well, however, not to be misled by the statement that it is much safer than other gas, because of the large volume of air required to make a relatively small volume of acetylene explosive. If this statement is analyzed it will be found to mean something very different from what is commonly understood by it.

TALLEST OFFICE BUILDING IN THE WORLD.

Things have changed since Horace Greeley gave his celebrated advice, "Go west, young man, go west," for the tendency now seems to be "Go upward, go upward." The latest in this connection is a proposal to build in New York, on the corner of Broadway and Thirty-third street, a building that will be the tallest of its kind in the world, and which, with the land, will cost over \$2,500,000. The site is 100 x 100 feet, and the building to be erected is to be 30 storeys above street grade. It is to be chiefly an office building, and will accommodate, when completed, inhabitants enough to people a whole county. Each office will be supplied with cold air and ice water from a common refrigerator plant, and water will be drawn from an artesian well. Work on the building will begin in early spring. No expense will be spared in making it the most modern and the most comfortable office building in the world.—The National Builder, Chicago.

PLUMBING AND HEATING NOTES.

George Wilson, contractor, Kingston, Ont., is dead.

David Hall is starting as plumber in Kingston, Ont.

Abel Prevost, contractor, St. Genevieve, Que., has filed consent of assignment.

The assets of John Higman, plumber, etc., Ottawa, have been sold at 57c. on the dollar.

The premises of W. Pauze & Fils, contractors, etc., Montreal, have been slightly damaged by fire. The loss is covered by insurance.

THE SEASON IN HAMILTON.

According to the report of John Anderson, inspector of buildings, etc., Hamilton, Ont., the number of permits issued this year has been 162, representing a value of \$335,000,

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL.

N. M. McKee is starting as carriage-maker in Sydney, N. S.

Joseph Bruyere has started as blacksmith in South Indian, Ont.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



Manufacturers of

Heating Supplies

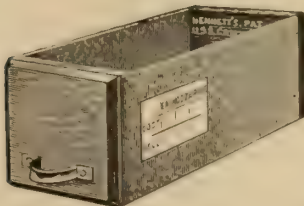
Pipe Fittings and Headers.
Large Manifolds made to Order.
Steam Traps and Appliances, etc.

The ...
Jas. Morrison Brass
Mfg. Co., Limited
TORONTO.

FIRE! FIRE!! FIRE!!!

The recent fire in Prescott, Ont., burned out the hardware store of R. W. Ross & Co. They have now placed an order for

1,232

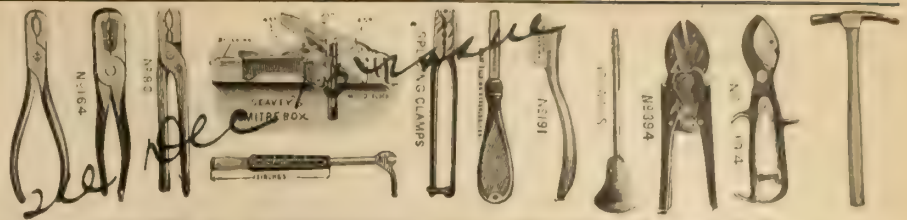


Bennett's Patent Shelf Boxes
as they want an up-to-date store.

Full particulars from

J. S. BENNETT

20 Sheridan Ave. TORONTO.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.

Also Razors, Strops, Glass Cutters, Etc.

Write for new Catalogue.

Hardwood CHARCOAL in Bulk or Sacks. WOOD ALCOHOL equalling Methylated Spirits as a solvent

Manufactured only by..

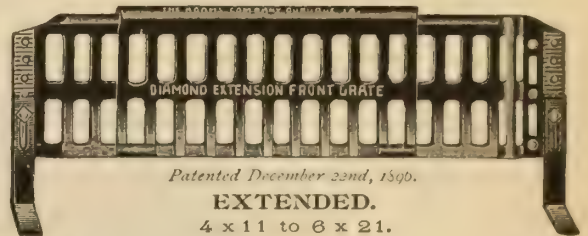
THE STANDARD CHEMICAL CO., Limited
Factories { Fenelon Falls. Deseronto. } Gooderham Building, TORONTO

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.



For Sale by Jobbers of Hardware.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
" A. R. WOODYATT & CO., Guelph, Ontario.

LEADER CHURN

New Century Improvements.

FOUR DIFFERENT STYLES:

- A—Steel Frame with double reversible Steel Lever.
- B—Wood Frame with double reversible Steel Lever.
- C—Steel Frame with Crank.
- D—Wood Frame with Crank.

Styles A and B may be operated from a sitting or standing position.

Steel Frames and Hoops beautifully ALUMINIZED.

ALL LEADER CHURNS are equipped with BICYCLE BALL BEARINGS and PATENTED CREAM BREAKERS.

Stands are so constructed that they are particularly strong and rigid, and there is nothing to interfere with the placing of pail in the most convenient position for draining off buttermilk.

It Pays to Have the Best. None are Better Than the Leader.

THE

Dowswell Manufacturing Co.
Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son, Montreal, Que.



Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

TRADE



MARK

a decrease of \$20,925 as compared with the previous year. There were 171 residences, at a cost of \$182,505, erected. New factories or additions to the number of 31 cost \$109,035. In addition to these, two large factories were erected just outside the city, viz., The Imperial Cotton Co.'s mill, the new Steel Plant Building, Smelting Works and the Hoepfner Refinery Works.

SOME BUILDING NOTES.

C. Ruby intends building a new house near Cassel, Ont.

Thos. Whalen is getting out stone for a new house in Hinch, Ont.

W. A. Edwards, architect, is erecting a new drill hall in Dundas, Ont.

Contractor Cowper is building a Church of England rectory at Thamesford, Ont.

D. Kelly intends building a house on King William street, near Ashley street, Hamilton.

Rhodes, Curry & Co., contractors, Amherst, N.S., have begun the erection of 90 houses in Glace Bay, N.S., for The Dominion Coal Co., Limited.

It is stated that plans for a new \$50,000 theatre in Montreal have been prepared by Resther Bros., architects, of that city. The promoter of the theatre is J. B. Carter.

Robert MacKay has started excavations for the new Government post office at Kamloops, B.C. The building will have a frontage of 42 ft. and total depth of 91 ft. The main building will be 37 x 42 ft., two storeys and a half, and there will be a two storey annex, 18 x 54 ft.

Tenders for the entire construction work of a new and handsome theatre in Quebec, on the site where the old Academy once stood, were issued the other day. According to the plan which has been adopted the structure will measure 176 x 60 ft. with a stage of 60 x 50 ft., the ground floor being on a level with St. Louis street.

A contract has been let for an addition of 50 rooms to the Grand Union Hotel, at a cost of \$25,000. The work, which is in charge of Architect Siddall, has been started. The addition will be built on the east side of the present building, and will be of the same height. The dining-room will be moved to the new structure, and the present dining-room will be turned into a sitting and writing-room. The ladies' entrance will be on the west side, off Simcoe street. When finished the hotel will have 150 rooms, a new electric elevator, 12 rooms with baths attached and marble lavatories, with nickel trimmings. A marble-stepped entrance is also to be added with dado. It is expected the new portion will be ready for occupation about April 1, 1901.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to the Toronto Public School Board for a two-storey and attic school on Bathurst street, near College, to cost \$20,000; to Mrs. M. Jones for a two-storey residence on George street, near Duchess, to cost \$3,000; to George A. White for a residence on Waverly road, near Queen street, to cost \$2,000; to S. S. Clark for a two-storey brick residence at 44 Harvard street, to cost \$2,500; to the Wm. Davies Company for a one-storey brick store at 1,113 Yonge street, to cost \$3,500, and to James D. Allan for brick dwellings at 494 and 496 Euclid avenue, to cost \$5,000.

THE PAST SEASON IN OTTAWA.

The past summer has proven an active one in building operations in Ottawa. The number of solid brick or stone buildings or what may be termed first-class structures, erected during the year is 94, the estimated total cost being \$391,600, of these only 10 are below \$1,000, and but ten of \$10,000 and over, the highest being \$50,000. The great bulk, or 74 of the buildings, range from \$2,000 up to \$6,000 in cost.

Of second class buildings known as brick veneered structures there have been erected 187 at a total cost of \$280,450. Of these 27 are placed below \$1,000, and six at over \$3,000, being in all cases blocks of several houses or stores, leaving 154 buildings erected at an average of \$2,000 each. A large number of the residences have been built by people for their own use.

PLUMBING AND HEATING CONTRACTS.

The John Ritchie Plumbing and Heating Company, Limited, Toronto, have the contract for alterations to the plumbing and heating of the old Brown Bros. premises on King street east for the Nasmith Co. for a restaurant.

Guest & Co., Toronto, have the contract for steam-heating the Union block, corner Toronto and Adelaide streets.

HARDWAREMEN WERE THERE.

At the hall of the "Garde Napoleon," St. Louis de Mile End, Montreal, Mr. Louis Napoleon Dansereau, the city representative of The Canada Paint Company, Montreal, gave a grand concert and "soiree dramatique" on Thursday last. All the hardwaremen in the north and east ends of the city were present, and the elite gathered in force to enjoy what proved to be a most attractive entertainment.

Madame Dansereau, who is possessed of a most charming presence and a magnifi-

cent voice, sang in English and French with equal facility, creating a perfect furore amongst the large audience. The tout ensemble was delightful and passed off with great eclat. "Nap," as he is known by his confreres, makes a first-class impresario.

EARLY CLOSING IN MOOSOMIN.

The merchants of Moosomin have taken a praiseworthy step in the matter of early closing. From the first of January next all stores in the town are to be closed at half past six o'clock in the evening except on Saturdays and days before holidays. Notices to this effect are now up in all our places of business. The merchants are to be congratulated for this action. They are thus up-to-date with the city merchants in the early-closing movement. If they will go one step further and agree to close at 9.30 Saturday evenings they will meet the wishes of most reasonable people. We think the early closing will result in a saving to the pockets of the merchants and be no inconvenience to their customers.—Moosomin, N.W.T., Spectator.

ANSWERS TO CORRESPONDENTS.

In this department any inquiry on trade matters will be answered. Correspondents not wishing their names to be known will kindly say so in making the inquiry.

BOOK WANTED ON WINDOW DRESSING.

A. B., Windsor, writes: "Will you please let me know where I can procure the best magazine or book on modern window-dressing?"

[Remarks: A number of magazines, etc., on window-dressing have been published from time to time, but we know of none which we could at the moment recommend.—The Editor.]

ELKES RIDES AN IVER JOHNSON.

Harry Elkes, the world's champion middle distance bicycle rider, is now riding an Iver Johnson. He celebrated his change of mount by immediately breaking the world's paced records for all distances from 12 to 25 miles inclusive, at Brockton, under the most unfavorable conditions. His time for 25 miles was 37.02 2-5, 17 seconds under previous record, and at an average speed of 1.28 4 5 to the mile. Elkes and Major Taylor will ride Iver Johnson machines in the races to be held in Madison Square Garden.

BARNs PAINTED RED.

The newsboys of New York are objecting to so many special issues of the city papers as they interfere with the sale of the regular editions. Chimmie Fadden says: "They make us pay 6c. for 10 'extras' because some jay in New Jersey has painted his barn red."

ENGLISH VS. AMERICAN METHODS.

A CANADIAN correspondent writes to The Iron Age as follows in regard to a recent experience with English manufacturers and contrasting it with the method followed by American manufacturers under similar conditions:

"I was amused at some remarks from your Australian correspondent in a late issue with reference to the manner of doing business of some of your American manufacturers and a comparison with English manufacturers. I have had some experience lately of the two countries, and, as far I have gone, it is decidedly in favor of the American houses.

"At the time the preferential tariff went into force in favor of English goods, there were several trade journals here who thought it a good opportunity for English manufacturers to advertise their wares, and with a laudable eye to furthering the interests of the said manufacturers and doing themselves a good turn at the same time, they sent over representatives to try and secure a few advertising contracts.

"Now, as I imagined that those from whom they secured contracts were anxious to cultivate this market, I wrote to many of them, giving as a reference the best houses in this country and asking them at least to open correspondence with a view to seeing what could be done, or if we could get on common ground on which we could do business that would be mutually advantageous. It is hardly credible, but out of 50 or 60 letters I only received answers to five or six, and in several of these the replies were such as to indicate that the manufacturers were under the impression that they would be able to get almost any price they liked to ask, totally ignoring the fact that we had an energetic nation at our very doors that was able and anxious to handle all the business we could give them at one price, and that the best, and to give us moreover much quicker shipments than English houses are noted for. I say this to my shame, for I am an Englishman by birth.

"On the other hand, American houses that I have written to have invariably had the business courtesy to answer my letters whether they could do business with me or not, and if they could do business there was no beating about the bush. A short business letter, giving discounts and a request for orders, was all that was necessary, and, as a rule, I find their prices are pretty nearly right, without a whole volume of correspondence to make them so."

The assets of Ritchie & McAdam, general merchants, Que., are to be sold.



HAY BALE WIRE!

Customers say our brand is the best they have used. Order sample coil on.

CHALCRAFT SCREW CO., Limited
BRANTFORD, ONT.

We have the most complete line of _____

Low-Priced Silverware

on the Canadian market.

WRITE FOR ILLUSTRATED CATALOGUE.



No. 9457—CALL BELL, at \$1.00 each list.

THE G. WEETON MFG. CO., Silverware and Specialties.

TORONTO ADDRESS—Confederation Life Bldg.

MONTREAL ADDRESS—Temple Building, St. James St.



"BRASSITE"



REGISTERED TRADE MARK.

None genuine without the above "Trade Mark."

"Gunn's"
Patent
"Brassite"
Goods.

Equal to Solid Brass in every particular. Cost less money—look and wear as well. Our sales are increasing all the time. Why not increase your sales?

THE GUNN CASTOR CO.
Limited.

KNOX HENRY, Canadian Agent, 220 1/2 Board of Trade, MONTREAL.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

W J. Parker, general merchant, Waverley, Ont., has assigned to John McEachern, Elmvale, Ont., and a meeting of creditors has been called for December 3.

Robert Seely, coal dealer, St. John, N.B., has assigned.

B. Schaffer, general merchant, Magog, Que., has assigned.

John C. Vantour, general merchant, Richibucto, N.B., has assigned.

Charles Knechtel, harness dealer, Wingham, Ont., has assigned to Robert Tennant.

Wm. J. Whitlock, tinsmith, Walkerton, Ont., has assigned to Frederick S. O'Connor.

J. B. Lambert, general merchant, St. Appollinaire, Que., is offering 55c. on the dollar.

Kent & Turcotte have been appointed curators of J. R. Leblanc, hardware dealers, Montreal.

The Cannom Stove and Oven Co., Limited, London, Ont., have assigned to Lawrence Nichols.

E. R. C. Clarkson has been appointed interim liquidator of The Automatic Steam Cooker Co., Limited, Toronto.

John G. Welsh, hardware dealer, Bervie, Ont., has assigned to W. R. Hobbs, jr., and his creditors are called to meet on November 27.

Louis Bolduc, carriagemaker, St. Louis de Mile End, Que., has assigned, and a meeting of his creditors will be held on November 26. The principal creditors are: T. Tremblay, \$5,690; A. R. Williams, \$889; Gravel & Dubamel, \$1,237; A. Leroux, \$1,264; Mrs. Mary Lindsay, \$5,210; Mrs. J. Cuddy, \$3,500; D. Tremblay, \$3,000.

PARTNERSHIPS FORMED AND DISSOLVED.

Melanson Bros., general merchants, Bathurst, N.B., have registered partnership.

Caron, Caron & Co., general merchants, St. Alexis des Monts, Que., have registered partnership.

A. J. Clyde & Co., hardware dealers, etc., Victoria, have dissolved. A. J. Clyde continues.

Rattray & Skelding, hardware dealers, Pipestone, Man., have dissolved, J. G. Rattray continuing.

Gustafson & Blois, general merchants, Kennetcook Corner, N.S., have dissolved; J. W. Gustafson continues.

Dunlap, McKim & Co., general merchants, Wallace Bridge, N.S., have dissolved; J. L. McKim continues.

Rickbell & Dumart, dealers in agricultural implements, Zurich, Ont., have dissolved, Mr. Rickbell continuing.

Caulfield & Lamont, hardware dealers, W. M. Law & Co., general merchants, and

Russell Hardware Co., contemplate forming partnership and securing incorporation under the style of the Russell, Law, Caulfield Company, to carry on business at Greenwood, B.C.

CHANGES.

Wm. Wagner, blacksmith, Lobo, Ont., has sold out to J. D. Wilson.

Hugh Carson, harness dealer, Shellburne, Ont., has sold out to T. Watson.

A. C. Thompson & Co., hardware dealers, Sydney, N.S., have retired from business.

George Kelly, general merchant, Lambeth, Ont., has been succeeded by J. A. Kelly.

W. A. Day, general merchant, Kingsville, Ont., has been succeeded by Emily Allworth.

Mary E. Henderson, general merchant, Omagh, Ont., has been succeeded by A. B. McDougall.

Charles J. Fox, general merchant, Port Maitland, N.S., has removed to Brazil Lake.

G. H. Gilpin & Co., general merchants, Fort Steele, B.C., are opening a branch at Moyie, B.C.

Thomas W. Mitchell has registered as proprietor of the American Rubber Specialty Co., Montreal.

The firm of John White, general merchant, Bracebridge, Ont., has been changed to John White & Son by the admission of T. H. White, lately with C. Stephens & Co., Collingwood.

SALES MADE AND PENDING.

The assets of Paul Blais, coal and wood dealer, Richelieu, Que., have been sold.

J. E. Auger, general merchant, Victoriaville, Que., is advertising his stock for sale.

The stock of the estate of H. B. Cooper, general merchant, Rossburn, Man., has been sold.

The stock of J. Montgomery & Son, general merchants, Newmarket, Ont., has been sold.

Campbell & Co., general merchants, Kirkfield, Ont., are advertising their business for sale.

The stock, etc., of the estate of Robert Bullock, general merchant, Selkirk West, Man., is advertised for sale by auction.

The real estate of the estate of the late R. M. McDonald, blacksmith, Antigonish, N.S., will be sold by auction on December 10.

F. B. J. Nichols, general merchant, Somerset, N.S., has sold out and is removing to Sydney, N.S., where he intends opening in the same business.

FIRES.

C. H. Clements & Co., general merchants, Aylesford, N.S., have been burned out; insured.

John McLeod, tanner, Kingston, Ont., has been burned out; insured.

DEATHS.

John Teevin, blacksmith, Toronto, is dead.

Hannah Biggar, general merchant, etc., Ottawa East, is dead.

Arthur Frost, of Frost & Martin, painters, Kingston, Ont., is dead.

M. J. Costello, general merchant, etc., Hawkesbury, Ont., is dead.

G. W. Savage, general merchant, etc., Novar, Ont., is dead. F. H. Lamb is his executor.

A CARDINAL POINT IN BUSINESS.

The season is at hand when fires will be started for heating purposes, remarks an exchange. Many stocks of merchandise are destroyed annually at this season of the year through defective stoves and flues, and the only safe protection is to have the stock covered with good insurance.

The yearly loss by fire is immense, and where no insurance is carried it falls upon the jobber and manufacturer. The country merchant in many cases is careless about this, one of the most important features of his business. It so affects his credit that many houses will not sell goods to a dealer who does not carry insurance on his stock, except for cash in advance. It is an easy matter for a merchant to do business in the right way, and the only way in this direction is to keep insured. Many excuses are offered for not carrying insurance. Some say the rate is too high, others that they have been in business a number of years and met with no loss by fire, but excuses do not pay bills, and a loss by fire leaves a merchant in a position where he has nothing to pay bills with if he does not carry insurance.

Good insurance on stocks of merchandise protects the merchant as well as the jobber and manufacturer and makes it safe to do business with such a dealer.

IVER JOHNSON'S FOR 1901.

The Iver Johnson's Arms and Cycle Works, of Fitchburg, Mass., are out with their new line for 1901 and report a very satisfactory business already, although their travelers have only been on the road three weeks.

Their line includes a racer, road racer and special light roadster at \$45 each; regular roadsters, ladies' and gentlemen's models, at \$35 each, as well as two models of cushion frame bicycles at \$50 each.

Each and every model is entirely new and up-to-date. Improvements have been made wherever possible and the equipment is of the finest.

18/3/07
not work
page 12

HENRY ROGERS, SONS & CO.,

SHEFFIELD, ENGLAND

Manufacturers of the celebrated



HRS & Co

UNION JACK CUTLERY

We make a specialty of

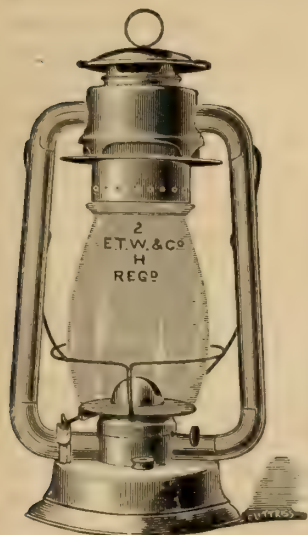
PLATED WARE,
FRUIT KNIVES, ETC.

Our Canadian Representative carries a full line
of samples.

Canadian Office:

6 St. Sacrament St., MONTREAL.

F. A. YORK, Manager.



For Dark Nights use

WRIGHT'S

Cold Blast Lanterns

THE BEST IN THE WORLD.

E. T. WRIGHT & CO.
HAMILTON, ONT.



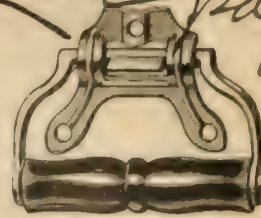
"JARDINE"

TIRE UPSETTERS
WILL UPSET TIRES

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

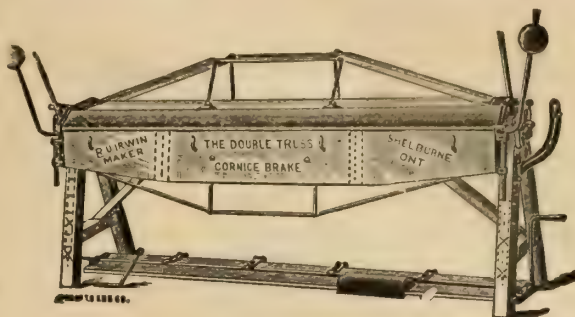
A. B. JARDINE & CO.
HESPELER, ONT.



Malleable Tinned Handles and Ears.

Many kinds and sizes always in stock. Special kinds to order. Send for catalogue.

BERGER BROS. CO., 231 & 237 Arch Street, PHILADELPHIA.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra
if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELBURNE, ONT.

The Latest and Best.

H. & R. Automatic Ejecting
Single Gun.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Model
1900.



Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.
Descriptive Catalogue on request.

STEVENS ...FINE TOOLS

We make a perfect line
of

CALIPERS and DIVIDERS

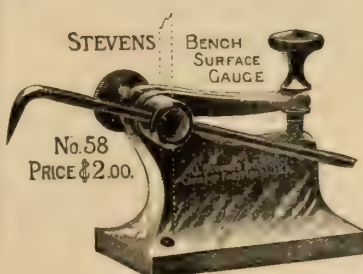
Also such tools as Surface Gauges, Tool
Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools.
It is also a valuable hand-book of information for mechanics and people
interested in such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass, U.S.A.

Carried by our representatives at Toronto and Montreal.



No. 58
PRICE \$2.00.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT
TWINE MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

INQUIRIES ABOUT CANADIAN PRODUCTS.

THE following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London, England :

1. A Glasgow firm of timber importers desire to be placed in communication with Canadian firms able to supply quantities of boxwood.

2. A commission agent in Scotland is open to represent Canadian firms manufacturing household woodware, hardware, etc.

3. An inquiry has been received from a person who desires to correspond with British firms anxious to open up an export business with Canada, his object being to take up the agencies for the sale of goods in the Dominion.

4. A Belgium (Antwerp) firm ask for the names of exporters in St. John, Halifax, or elsewhere, of seal oil.

5. Another Antwerp house desires to correspond with Canadian exporters of lard, grease and oils.

6. Inquiry is made by a Manchester firm, concerning the opening for a trade in hard and soft felts in Canada, and for suitable agents to take up these lines.

7. A manufacturers' agent in Glasgow would be glad to hear of Canadian firms in the furniture trade who require an agent with a good connection among cabinetmakers, ironmongers, etc. He is of opinion that there are many novelties in the shape of Canadian-made furniture and woodware that would find a ready sale in Great Britain.

8. An inquiry has been received respecting Canadian asbestos, and the companies engaged in working it.

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries :

1. A firm of provision merchants at Leeds state that they are in a position to handle large quantities of Canadian apples, and would like to be placed in touch with shippers.

2. A London firm desires prices for box boards for tomato and potato cases to hold 16 and 60 lb., respectively.

3. A Liverpool firm which has worked up a trade in box boards invites correspondence from Canadian producers.

4. A Manchester firm of merchants are desirous of obtaining an agency in Canadian tallow for which they report a good opening.

THE PRODUCTION OF ALUMINUM.

A glance at the following table, compiled by The Iron Age, will show how the production of aluminum has progressed during the past 12 years :

United States. Metric tons.		Other countries. Metric tons.	
1889.....	21.6	1889.....	70.9
1890.....	27.9	1890.....	165.3
1891.....	68.2	1891.....	233.4
1892.....	118.1	1892.....	487.2
1893.....	154.4	1893.....	716.0
1894.....	250.0	1894.....	1,240.9
1895.....	417.3	1895.....	1,418.2
1896.....	590.9	1896.....	1,659.7
1897.....	1,814.4	1897.....	3,394.4
1898.....	2,358.7	1898.....	*4,500.0
1899.....	2,948.4	1899.....	*6,000.0
1900.....	*4,000.0	1900.....	*7,500.0

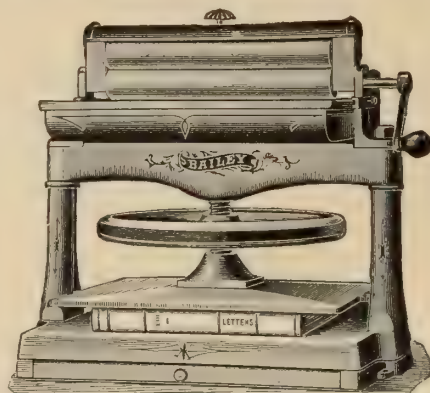
*Estimated production.

The aluminum industry is growing most rapidly in France and in the United States.

Canada will enter the list of producing countries next year with a plant of 5,000 horse-power, and will add 1,000 tons each year to the world's output. Presuming that the total amount of aluminum produced last year was used for the specific purpose of electric conductors, then the 6,000 tons of aluminum would displace 12,000 tons of copper, or a like amount of aluminum sheet would be equivalent to 20,000 tons of sheet copper were the specifications for culinary and cooking utensils. These comparative figures emphasize the important position that the metal has assumed.

AN IMPROVED LETTER PRESS.

The accompanying cut shows the Bailey letter press now being handled by The Fairbanks Co., of Montreal. This is claimed to be the most up-to-date and improved press on the market, and a vast improvement on the old-fashioned brush and water pan arrangement. Moistening bath, wringer and pad drawer are all attached to the



press, making it most complete and convenient. It is finished in black enamel handsomely ornamented with gold.

These presses will be sent out on trial, if so desired, and prices and catalogues may be obtained by a post card to The Fairbanks Co., 749 Craig street, Montreal.

CHOOSE THE SELF-RELIANT CLERK

Too many persons get in the habit of relying on some one else to furnish brains for them, says an exchange. In every store where five or more are employed, you will find that one person is asked questions how to do this and how to do that. If the employer watches carefully and selects the employes who are telling the others he will make no mistake, for it is a sure plan for selecting competent employes, and the fact that others ask a certain employe indicates that the employe that is asked questions is of a superior grade.

Sonier & Richard, general merchants, College Bridge, N.B., have been burned out; insured for \$1,600.

WAS AWAKE TO OPPORTUNITIES.

RECENTLY an eastern Kansas town held a carnival and the mayor of the city made a speech in which he told the visitors that the town was wide open and in which he gave them the keys to the city, telling them to come and go when they pleased, night or day," writes "Grumbler" in Merchants' Journal. "Of course these keys were metaphorical and were not genuine, for that city has neither walls nor locks. A bright merchant of the town anticipated the mayor's speech by putting a large lot of things into his show window and marking the price on each. These price tickets were made in the shape of a key. They attracted much attention from the visitors, nearly all of whom connected the witty speech of the mayor with the things in this merchant's window.

"A good many merchants do not seem to have the faculty of making their displays and advertisements appropriate to the occasion. I have heard of merchants who would advertise firecrackers at Christmas and bobsleds on the Fourth of July. Probably they did not expect to sell any of these goods at the time they advertised them, but that did not matter. It gave them an opportunity to advertise and to throw away their money, which was probably all they desired. The man who makes an advertisement or a window display ought to have in mind the time and the occasion, and should try to make his display correspond. If the town is full of visiting lodge men, he should try to have paraphernalia and lodge emblems.

"If the crowd is composed of teachers, he should display things that will appeal to teachers. If it is very hot weather, he can display hot-weather goods to advantage, and, if it is cold weather, he ought not to let his customers see that he has a single article that is calculated to be sold in warm weather. At least one-half the value of a window display is the tact that is used in making the selection of the things to be displayed. This certainly has as much to do with the success of the display as the art of properly exhibiting the goods after they are selected."

THE GREATEST ADVERTISER.

Charles B. Rouss, New York, whose success makes his opinion valuable, says that for the retailer there are three methods of advertising—the window, the circular and the newspaper. In the newspaper column, he advises putting something new every time, "at prices that must command and capture the public pocketbook." Greater than any of these, he says, is the advertiser who buys and talks about what he bought.

"MIDLAND" BRAND Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

James Warnock & Co., - Galt, Ont.

CURRENT MARKET QUOTATIONS.

November 23, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 34 0 35

Tinplates.

Charcoal Plates—Bright	Per box
M.L.S., equal to Bradley.	\$7 00
I.C., usual sizes	8 50
I.X., "	10 00
Famous—	
I.C., "	7 50
I.X., "	8 50
I.X.X., "	9 50
Haven & Vulture Grades—	
I.C., usual sizes	5 00
I.X., "	6 00
I.X.X., "	7 00
I.X.X.X., "	8 00
D.C., 12½x17	4 75
D.X., "	5 50
D.X.X., "	7 50

Coke Plates—Bright

Bessemer Steel—	Per lb.
I.C., usual sizes	4 30
I.C., special sizes, base	4 50
20x28	8 75
Charcoal Plates—Terne	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	8 75
I.X., Terne Tin	10 75
Charcoal Tin Boiler Plates.	

Cookley Grade—	Per lb.
X.X., 14x56, 50 sheet box	0 07
14x60	0 07½
14x65	0 07½
Tinned Sheets.	
72x30 up to 24 gauge	0 08
26	0 08½
28	0 09

Iron and Steel.

Common Bar, per 100 lbs	1 60	1 65
Refined		2 05
Horse Shoe Iron		1 95
Hoop steel, 1½ to 3 in. base,		
extras for smaller sizes	3 10	
Sleigh Shoe Steel base	1 90	
Tire Steel	1 90	
Machinery iron finish	2 05	
Cast Steel, per lb.	0 00	
Too Oak Steel	2 21	
T. Firth & Co's special cast steel, per lb.	0 12	

Boiler Tubes.

1½-inch	0 21½
2	0 13½
3	0 16
4	0 17½

Steel Boiler Plate.

1½ inch	2 25
3-16 inch	2 25
¼ inch and thicker	2 25

Black Sheets.

18 gauge	3 10
20	3 10
22 to 24	3 20
26	3 30
28	3 40

Canada Plates.

All dull, 52 sheets	3 15
Half polished	3 25
All bright	3 85

Iron Pipe.

Black pipe—	
1 inch	3 00
1½	3 00
2	3 05
2½	3 20
3	4 50
4	6 35
6	7 55
8	10 50
10	15 00
Galvanized pipe—	
2½-6 inch, discount 55 to 55 and 10 p.c.	
¾ inch	4 65
1	5 35
1½	7 25
2	9 75
2½	11 25
3	15 00

Galvanized Sheets.

G.C. Comet.	Amer.	Head.
16 gauge	4 35	4 10
18 to 24 gauge	4 35	4 35
26	4 45	4 60
28	4 70	4 85
28 gauge American equals 26 gauge English.		

Chain.

Proof Coil, 3-16 in., per 100 lb	
16 gauge	7 50
18 gauge	4 75
20 gauge	4 25
22 gauge	4 00
24 gauge	3 75
26 gauge	3 50
28 gauge	3 25
30 gauge	3 00

Halter, kennel and post chains, 40 and 50 p.c.	
Cow ties	40 p.c.
Stall fixtures	35 p.c.
Trace chain	25 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

Copper.

Ingots	
English B. S., ton lots	0 19
Lake Superior	0 20
Bolt or Bar	
Outlengths round, ½ to ¾ in.	0 23½
round and square	0 23½
1 to 2 inches	0 23½

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23	0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 23	0 23½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.		
Tinned copper sheets	0 26	
Planished	0 32	

Braziers (In sheets.)

4½ ft. 25 to 30 lbs. ea., per lb.	0 25½
35 to 45	0 24½
50-lb. and above	0 23½
Boiler and T. K. Pitts.	
Plain Tinned, per lb	0 28
Spun, per lb.	0 32

Brass.

Rod and Sheet, 14 to 30 gauge, 15 per cent.	
Sheets, hard-rolled, 2x4	0 24
Tubing, base, per lb.	0 24

Zinc Spelter

Foreign, per lb	0 06
Domestic	0 06½

Zinc Sheet.

5 wt. casks	6 75
Part casks	7 00
Lead.	
Imported Pig, per lb	0 04½
Rar, 1 lb.	0 05½
Sheets, 2½ lb. sq. ft., by roll	0 05½
Sheets, 3 to 6 lbs.	0 05½

NOTE.—Cut sheets ½ cent per lb. extra Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.
Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax.

Terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.
Discount, 60 and 10 per cent. on medium and extra heavy, and 60 per cent. on light.

Solder. Per lb. Per lb.
Bar half-and-half 0 20 0 20½
Refined 0 18½ 0 20
Wiping 0 19 0 19½

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private branders vary according to composition.

Antimony.
Cookson's, per lb 0 11 0 11½

White Lead. Per cwt.
Pure 6 82½
No. 1 do 6 25
No. 2 do 5 87½
No. 3 do 5 40
No. 4 do 5 12½
Munro's Select Flake White 7 12½
Elephant and Decorators' Pure 6 87½

Red Lead.
Genuine, 560 lb. casks, per cwt. 5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.
Elephant Snow White 0 08 0 09
Pure White Zinc 0 08 0 09
No. 1 0 06 0 07½
No. 2 0 05 0 06½

Dry White Lead.
Pure, casks 5 75
Pure, kegs 6 25
No. 1, casks 5 50
No. 1, kegs 6 00

Prepared Paints.
In ¼, ½ and 1 gallon tins.
Pure, per gallon 1 20
Second qualities, per gallon 1 00
Barn (in bbls.) 0 75 0 85
The Sherwin-Williams Paints 1 35
Canada Paint Co's Pure 1 20
Sanderson Peasey's Pure 1 20
Stewart & Wood's Champion Pure 1 20

Colors in Oil.
25 lb. tins, Standard Quality.
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.
Yellow Ochre (J.C.) bbls 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls 2 75
Yellow Ochre (Royal) 1 10 1 15
Brussels Ochre 2 00
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 2 00
Canadian Oxides, per cwt. 1 75 2 00
Super Magnetic Oxides, 93 p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10
do Raw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03½

Ultramarine Blue in 28-lb boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.		1 00
Genuine Eng. Litharge, per lb		0 07
Mortar Color, per 100 lb.		1 25
English Vermilion		0 80
Pure Indian Red, No. 45, lb.		0 80
Whiting, per 100 lb.		0 55

Blue Stone.
Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 08

Putty.
Bulk in bbls. 1 95
Bulk in less quantity 2 10
Bladders in bbls. 2 10
Bladders in kegs, boxes or loose 2 25
Bladders in 25-lb. cins 2 35
Bladders in 12½-lb. tins 2 60
Bladders in tin kettles, less than 100 lb 2 80

Varnishes.
(In 5-gal. lots.) Per gal.
Carriage, No. 1 2 90 3 30
" body 8 00 9 00
" rubbing 4 00 5 00
Gold Size, Japan 3 00 3 40
Brown Japan 2 40 2 80
Elastic Oak 2 90 3 30
Furniture, extra 2 40 2 80
" No. 1 1 60 2 00
Hard Oil Finish 3 20 3 60
Light Oil Finish 3 30 3 70
Demar 4 40 4 80
Shellac, white 4 00 4 40
" orange 4 00 4 40
Furniture Brown Japan 1 60 2 00
Black Japan 2 40 2 80
" No. 1 1 60 2 00

The Imperial Varnish & Color Co's., Limited
Elastilite Varnish
1 gal. can, each \$2.00.

Granatine Floor Finish, per gal. \$2.00.

Maple Leaf Coach Enamels:
Size 1, 60c; Size 2, 35c; Size 3, 20c. each.

Lineed Oil.
Raw. Boiled.
1 to 4 bbls delivered \$0 82 \$0 85
5 to 9 bbls " 81 84
Toronto, Hamilton, London and Guelph 2c. less.

Turpentine.
Single barrel, freight allowed 0 64
2 to 4 barrels " 0 13

Castor Oil.
East India, in cases, per lb. 0 10 0 10½
" small lots 0 10½ 0 11

Cod Oil, Etc.
Cod Oil, per gal. 0 50 0 55
Pure Olive 1 20
" Neatsfoot 90

Gloss.
Common 0 08½ 0 09
French Medal 0 14 0 14½
Cabinet, sheet 0 12 0 13
White, extra 0 18 0 20
Gelatin 0 22 0 30
Strip 0 18 0 20
Coopers 0 19 0 20
Hutter 0 18

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French Medal 0 14 0 14½
Cabinet, sheet 0 12 0 13
White, extra 0 18 0 20
Gelatin 0 22 0 30
Strip 0 18 0 20
Coopers 0 19 0 20
Hutter 0 18

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.



HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c. Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Domestic" grades, 25 per cent. Rival and Nitro, net list.
Brass-shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads. per lb.
Best thick white felt wadding, in 3/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/2-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.
Anvils.
Per lb., 10 0 12 1/2
Anvil and Vise combined, 4 50
Wilkinson & Co.'s Anvils, lb., 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb., 0 09 1/2 0 10

Angers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz., 6 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33 1/3 per cent., 5 50 6 00
Hunters' Axes, 5 75 6 75
Boy's Axes, 5 50 6 00
Splitting Axes, 6 50 7 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00
Best quality, 13 00 15 00

Bath Tubs.

Zinc, 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim, 1st quality, 30 0
" 2nd, 22 00

Anti-Friction Metal.

Tandem" A, 0 27
" B, 0 21
" C, 0 11 1/2
olia Anti-Friction Metal, per lb., 0 11 1/2
SYRACUSE SMELTING WORKS.
Aluminum, genuine, 0 45
Dynamo, 0 29
Special, 0 25
Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.

Brass, 60 per cent.
Nickel, 55 per cent.

Hand.

Nickel, 55 per cent.

Cow.
American make, discount 66 1/2 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 45 per cent.
Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40
Bellows.
Hand, per doz., 3 35 4 75
Moulders, per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.

Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz., 0 65 0 90

Diamond, Shell, per doz., 1 00 1 50

Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts.

Per cent.
Carriage Bolts, full square, Norway, 70
" full square, 70
Common Carriage Bolts, all sizes, 65
Machine Bolts, all sizes, 65
Coach Screws, 75
Sleigh Shoe Bolts, 75
Blank Bolts, 65
Bolt Ends, 65
Nuts, square, 4 1/2 c. off
Nuts, hexagon, 4 1/2 c. off
Tire Bolts, 87 1/2
Store Bolts, 87 1/2
Store rods, per lb., 5 1/2 to 6 c.
Plough Bolts, 60

Boot Calks.

Small and medium, ball, per M., 4 25

Small heel, per M., 4 50

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.

Reversible, dis., 65 to 67 1/2 per cent.

Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, 6 00

Henis, No. 9, 7 00

Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00

American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30

Tarred lining, per roll, 0 40

Tarred roofing, per 100 lb., 1 60

Coal Tar, per barrel, 3 50

Pitch, per 100-lb., 0 80

Carpet felt, per ton, 45 00

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.

Loose Pin, dis. 60 and 10 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50

Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.

Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 80 3 00

English, 3 00

Belgian, 2 75 3 00

Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters, Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60 10 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$8.—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 58
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 65
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, 22 1/2
" 6, 15
Boynton pattern, 20

Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.

Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.

Miller's Falls, per doz. net list.

Morse, is., 37 1/2 to 40 per cent.

Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80

No. 2, per doz., 1 60

Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foote, 60 and 10 p. c. to 60, 10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.

Hay, manure, etc., dis. 50 and 10 per cent.

revised list.

GLASS—Window—Box Price.

Size	Per	Per	Per	Per	Per
United	50 ft.	100 ft.	50 ft.	100 ft.	100 ft.
Under 26 inches.	2 10	4 00			6 00
26 to 40.	2 30	4 35			6 65
41 to 50.	4 45				7 25
51 to 60.	5 00				8 50
61 to 70.	5 35				9 25
71 to 80.	5 75				10 50
81 to 85.	6 50				11 75
86 to 90.					14 00
91 to 95.					15 50
96 to 100.					18 00

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/8 per gross, 9 00
" 1/2 " 14 00
" 3/4 to 1 " 3 87 1/2
Leather, 1 in., per doz., 5 15 5 20
Web, — per doz., 1 67 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Peen.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00

Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25

Plane.

American, per gross, 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Crosscut Saws.

Canadian, per pair, 0 13 1/2

HANGERS.

doz. pairs

Steel barn door, 5 85 6 00

Stearns, 4 inch, 5 00

" 5 inch, 6 50

Lane's covered.

No. 11, 5-ft. run, 8 40

No. 11 1/2, 10-ft. run, 10 80

No. 12, 10-ft. run, 12 60

No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.

Heavy T and strap, 4 in., per lb., 0 06 1/2

" 5-in., " 0 06 1/2

" 6-in., " 0 06

" 8-in., " 0 05 1/2

" 10-in., " 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.

Screw hook and hinge—

6 to 12 in., per 100 lbs., 4 50

14 in. up, per 100 lbs., 5 50

Per gro. pair, 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.

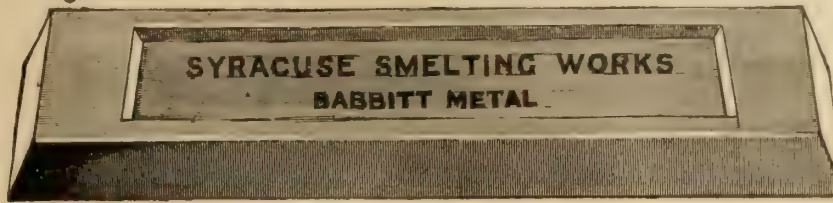
Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamoes, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

HORSESHOES.			NAIL PULLERS.			Copper.			SCREW DRIVERS.		
F.O.B. Montreal.			German and American.....			30 " 22 00			Sargent's, per doz.....		
No. 2 No. 1.						35 " 26 00			0 65 1 00		
and larger smaller			NAIL SETS.			40 " 30 00			SCREWS		
Light, medium, and heavy.			Square, round, and octagon,			Discount off Copper Boilers 10 per cent.			Wood, F. H., iron, and steel, 80 p.		
Snow shoes.....			per gross.....			RAKES.			Wood R. H., " dis. 75 p.c.		
Steel Shoes.....			Diamond.....			Cast steel and malleable Canadian list			" F. H., brass, dis. 75 p.c.		
Light.....			NETTING.			50 and 10 p.c. revised list.			Wood, R. H., " dis. 67 1/2 p.c.		
Featherweight (all sizes).....			Poultry, 50 per cent. for McMullen's.			Wood, 25 per cent.			" R. H., " 62 1/2 p.c.		
F.O.B. Toronto, Hamilton, London and			OAKUM.			RASPS AND HORSE RASPS.			Drive Screws, 80 per cent.		
Guelph, 10c. per keg additional.			Navy.....			New Nicholson horse rasp, discount 60 p.c.			Bench, wood, per doz.....		
Toe weight steel shoes.....			U. S. Navy.....			Globe File Co.'s rasps, 60 and 10 to 70 p.c.			" iron, " 4 25 5 75		
JAPANNED WARE.			Water White (U.S.).....			Heller's Horse rasps, 50 to 50 and 5 p.c.			SCYTHES.		
Discount, 45 and 5 per cent. off list, June			Prime White (U.S.).....			RAZORS.			Per doz, net, " 9 00		
1899.			Water White (Can.).....			per doz.			SCYTHE SNATHS.		
ICE PICKS.			Prime White (Can.).....			Geo. Butler & Co.'s.....			Canadian, dis. 45 p.c.		
Star per doz.....			OILERS.			Baker's.....			SHEARS		
Brass spun, 7 1/2 p.c. dis. off new list.			McClary's Model galvan. oil			Wade & Butcher's.....			Bailey Cutlery Co., full nickled, dis. 60 p.c.		
Copper, per lb.....			can, with pump, 5 gal.,			Theile & Quack's.....			Seymour's, dis. 50 and 10 p.c.		
American, 60 and 10 to 65 and 5 p.c.			per doz.....			Elliot's.....			SHOVELS AND SPADES.		
KEYS.			Zinc and tin, dis. 50, 50 and 10.			Discount, 50 and 10 per cent.			Canadian, dis. 40 and 5 per cent.		
Lock, Can., dis., 45 p.c.			Copper, per doz.....			REGISTERS.			SINKS.		
Cabinet, trunk, and padlock,			Brass, ".....			Discount.....			Steel and galvanized, discount 45 per cent.		
Am. per gross.....			Malleable, dis. 25 per cent.			RIVETS AND BURRS.			SNAPS.		
KNOBS.			GALVANIZED PAIRS.			Iron Rivets, discount 60 and 10 per cent.			Harness, German, dis. 25 p.c.		
Door, japanned and N.P., per			Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.			Iron Burrs, discount 55 per cent.			Lock, Andrews.....		
doz.....			Flaring pairs, discount 45 per cent.			Black and Tinned Rivets, 60 p.c.			1, 1 1/2 lb., per lb.....		
Bronze, Berlin, per doz.....			Galvanized wash tubs, discount 45 per cent.			Extras on Iron Rivets in 1-lb. cartons, 1/2 c			2 lb. or over, per lb.....		
Bronze Genuine, per doz.....			PIECED WARE.			per lb.			SQUARES.		
Shutter, porcelain, F. & L.			Discount 40 per cent. off list, June, 1899.			Copper Rivets & Burrs, 35 and 5 p.c. dis.			Iron, No. 493, per doz.....		
screw, per gross.....			PICKS.			and cartons, 1c. per lb. extra, net.			Mo. 494.....		
White door knobs—per doz.			Per doz.....			Extras on Tinned or Coppered Rivets i			Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list		
HAY KNIVES.			Porcelain head, per gross....			1/2-lb. cartons, 1c. per lb.			Try and bevel, dis. 50 to 52 1/2 p.c.		
Discount, 50 and 10 per cent.			Brass head, ".....			Terms, 4 mos. or 3 per cent. cash 30 days.			STAMPED WARE.		
LAMP WICKS.			PICTURE WIRE.			RIVET SETS.			Plain, dis. 75 and 12 1/2 p.c. off revised list.		
Discount, 60 per cent.			Tin and gilt, discount 75 p.c.			Canadian, dis. 35 37 1/2 per cent.			Retinned, dis., 75 p.c. off revised list.		
LANTERNS.			PLANES.			ROPE, ETC.			STAPLES.		
Cold Blast, per doz.....			Wood, bench, Canadian dis. 50 per cent.			7-16 in. and larger, per lb. 8 1/2			Galvanized.....		
No. 3 "Wright's".....			American dis. 50.			3/4 in.....			Plain.....		
Ordinary, with O burner.....			Wood, fancy Canadian or American, 37 1/2			1/2 in.....			Coopers', discount 45 per cent.		
Dashboard, cold blast.....			to 40 per cent.			Cotton, 3-16 inch and larger			Poultry netting staples, 40 per cent.		
No. 0.....			PLANE IRONS.			5-32 inch.....			STOCKS AND DIES.		
Japanning, 50c. per doz. extra.			English, per doz.....			1 inch.....			American dis. 25 p.c.		
LEMON SQUEEZERS.			Button's Genuine per doz pairs, dis. 37 1/2			Russia Deep Sea.....			STONE.		
Porcelain lined.....			40 p.c.			Jute.....			Washita.....		
Galvanized.....			Button's Imitation, per doz.....			Lath Yarn.....			Hindostan.....		
King, wood.....			German, per doz.....			New Zealand Rope.....			slip.....		
King, glass.....			PLUMBERS' BRASS GOODS.			Boxwood, dis. 75 and 10 p.c.			Labrador.....		
All glass.....			Impression work, discount, 60 per cent.			Ivory, dis. 37 1/2 to 40 p.c.			Axe.....		
LINES.			Fuller's work, discount 65 per cent.			SAD IRONS.			Turkey.....		
Fish, per gross.....			Rough stops and stop and waste cocks, dis-			Mrs. Potts, No. 55, polished.....			Arkansas.....		
Chalk.....			count, 60 per cent.			No. 50, nickle-plated.....			Water-of-Ayr.....		
LOCKS.			Jenkins' disk globe and angle valves, dis-			SAND AND EMERY PAPER.			Scythe.....		
Canadian, dis. 45 p.c.			count, 55 per cent.			Dominion Flint Paper, 47 1/2 per cent.			Grind,.....		
Russell & Erwin, per doz....			Standard valves, discount, 60 per per cent.			B & A. sand, 40 and 2 1/2 per cent.			STOVE PIPES.		
Cabinet.....			Jenkins' radiator valves discount 55 per cent.			Emery, 40 per cent.			Nestable in crates of 25 lengths.		
Eagle, dis. 30 p.c.			" " standard, dis., 60 p.c.			SAP SPOUTS.			6 inch Per 100 lengths.....		
Padlock.			Quick opening valves, discount, 60 p.c.			Bronzed iron with hooks, per doz... 9 50			7 inch.....		
English and Am., per doz....			No. 1 compression bath cock.....			SAWS.			ENAMELINE STOVE POLISH.		
Scandinavian, ".....			No. 4.....			Hand, Disston's, dis. 12 1/2 p.c.			No. 4—3 dozen in case, net cash.... \$4 80		
Eagle, dis. 20 to 25 p.c.			No. 7, Fuller's.....			S. & D., 40 per cent.			No. 6—3 dozen in case, "..... \$4 40		
MACHINE SCREWS.			No. 4 1/2.....			Crosscut, Disston's, per ft..... 0 35			TACKS BRADS, ETC.		
Iron and Brass.			POWDER.			S. & D., dis. 35 p.c. on Nos. 2 and 3.			Strawberry box tacks, bulk..... 75 & 10		
Flat head, discount 25 p.c.			Velox Smokeless Shotgun Powder.			Hack, complete, each..... 0 75			Cheese-box tacks, blued..... 80 & 12 1/2		
Round Head, discount 20 p.c.			100 lb. or less.....			" frame only..... 0 75			Trunk tacks, black and tinned.... 85		
MALLETS.			1,600 lb. or more.....			SASH WEIGHTS.			Carpet tacks, blued..... 80 & 5		
"Smiths", per doz.....			Net 31 days.			Sectional, per 100 lbs.....			(in kegs)..... 80 & 10		
"Harpenters", hickory, per doz.			PRESSED SPIKES.			Solid.....			Cut tacks, blued, in dozens only.... 75 & 15		
Lignum Vitae, per doz.....			Discount, 25 per cent.			SASH CORD.			" 1/4 weights..... 60		
Caulking, each.....			PULLEYS.			Per lb.....			In bulk..... 80 & 10		
MATTOCKS.			Hothouse, per doz.....			SAW SETS.			In dozens..... 75		
Canadian, per doz.....			Axle.....			" Lincoln," per doz..... 6 50			Swedes, upholsterers', bulk..... 85 & 12 1/2		
MEAT CUTTERS.			Screw.....			SCALES.			" brush, blued & tinned, bulk 70		
American, dis. 25 to 30 p.c.			Awning.....			B. S. & M. Scales, 45 p.c.			" gimps, blued tinned and japanned..... 75 & 12 1/2		
German, 15 per cent.			PUMPS.			Champion, 65 per cent.			Zinc tacks..... 25		
MILK CAN TRIMMINGS			Canadian cistern.....			Fairbanks Standard, 35 p.c.			Leather carpet tacks..... 35		
Discount, 25 per cent.			Canadian pitcher spout.....			Dominion, 55 p.c.			Copper tacks..... 50		
NAILS.			Saddlers', per doz.....			Richelieu, 55 p.c.			Copper nails..... 53		
Quotations are:			Conductors', ".....			Chatillon Spring Balances, 10 p.c.					
2d. and 3d.			Tinners' solid, per set.....								
3d.			" hollow, per inch.....								
4 and 5d.			RANGE BOILERS								
6 and 7d.			Galvanized, 30 gallons.....								
8 and 9d.			" 35 ".....								
10 and 12d.			" 40 ".....								
16 and 20d.											
30, 40, 50 and 60d. (base).....											
Calvanizing 2c. per lb. net extra.											
Steel Cut Nails 10c. extra.											
Miscellaneous wire nails, dis. 70 per cent.											
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Patent brads	40
Fine finishing	40
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Lining tacks, in papers	10
" in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
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English, Patent Leather	5 50	9 75
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steel, each	0 80	8 00

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Payson's per doz 2 60 |

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Disston's discount 10 per cent.	
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S. & D., discount 35 per cent.	

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Wrapping, cotton, per lb	0 22 0 26
Wrapping, mottled, per pack	0 59 0 60
Wrapping cotton, 3-ply	0 20
4-ply	0 26
Mattress, per lb	0 33 0 45
Staging, "	0 27 0 35
Broom, "	0 30 0 55

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Bench, parallel, each	2 00 4 50
Coach, each	6 00 7 00
Peter Wright's, per lb	0 12 0 13
Pipe, each	5 50 9 00
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20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.
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bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
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Fine Steel Wire, dis. 17½ per cent.
List of extras: In 100-lb. lots: No.
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\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
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ing, 10c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
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papering, 10c.

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\$4.40—No. 15, \$4.90—No. 16, \$5.15.

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Galvanized, 2 barb, 4 and 6 inches apart	3 00
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Galvanized barb, f.o.b. Cleveland, \$2.85 in carlots, and \$2.95 in less than carlots. Terms, 60 days or 2 per cent. in 10 days.	
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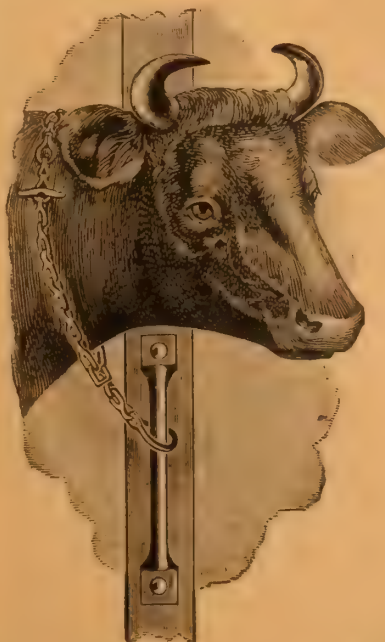
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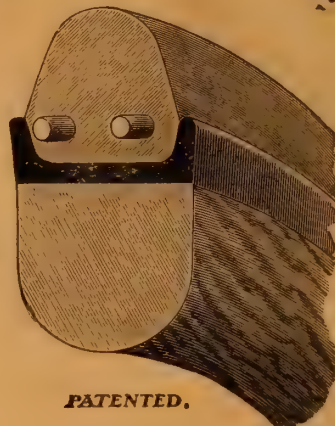
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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, DECEMBER 1, 1900.

NO. 48

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Resistance Reducing.
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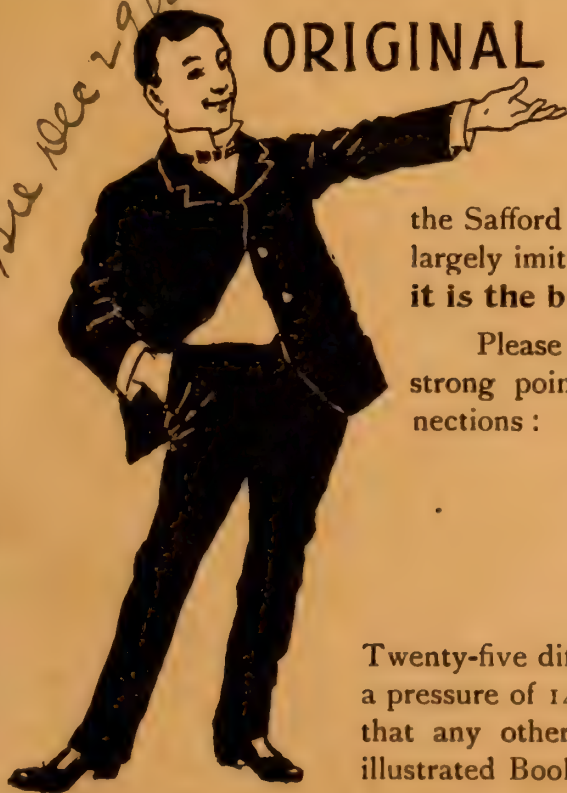
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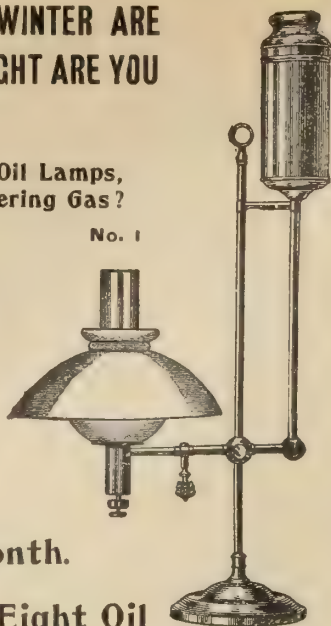
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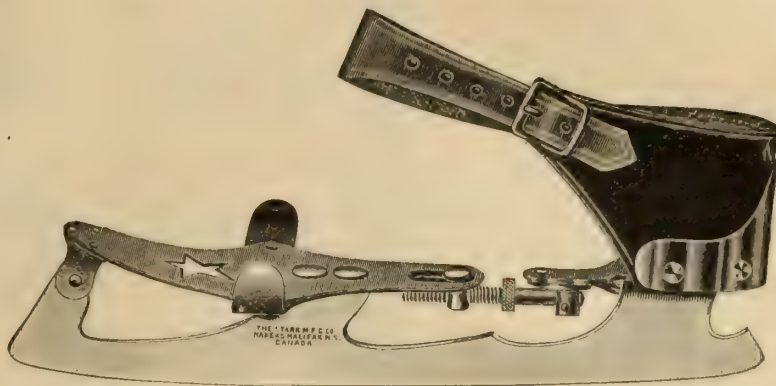
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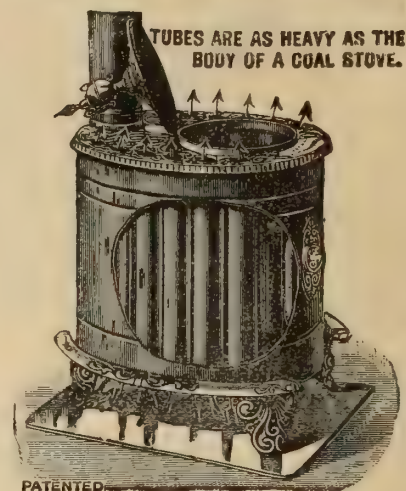
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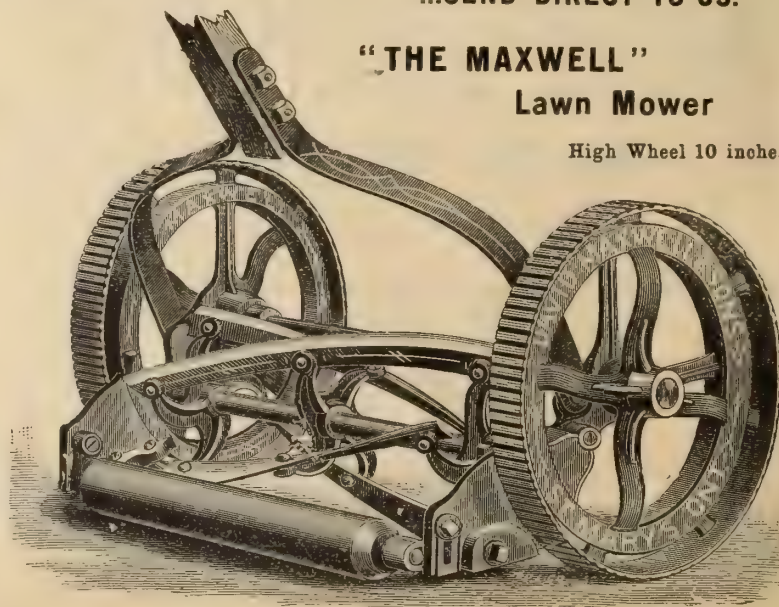
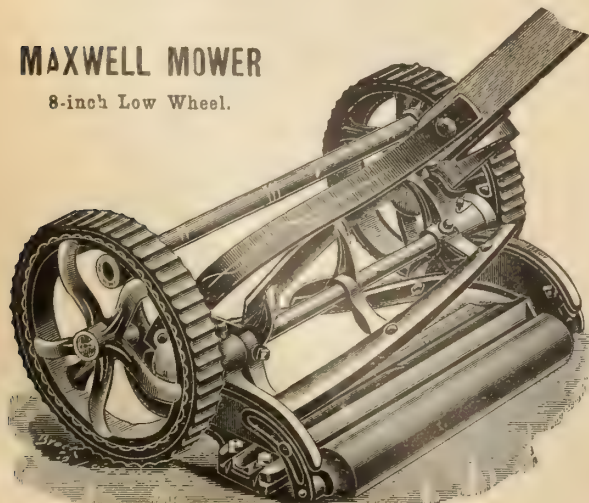
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*all the Brown Boggs
24/4/01 see cut book
~ page 196*



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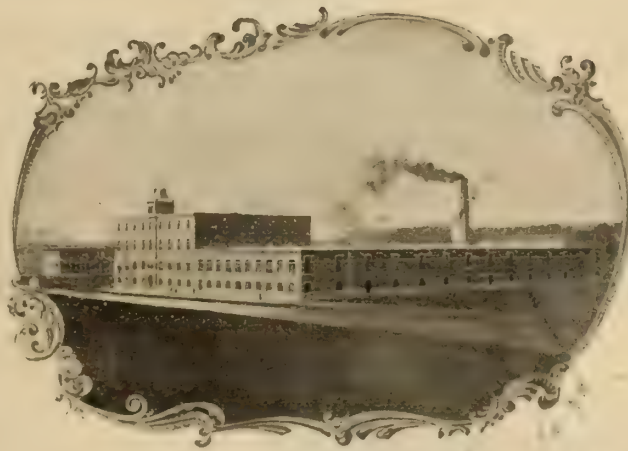
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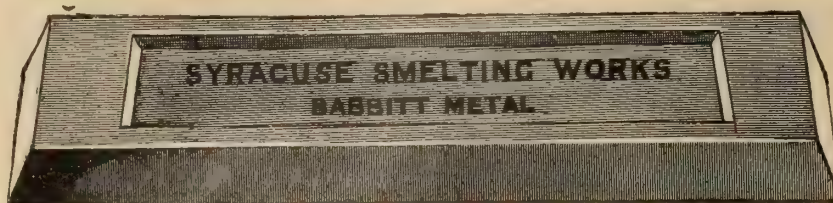
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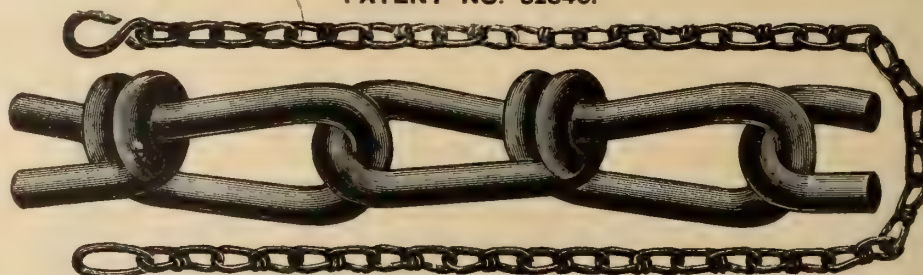
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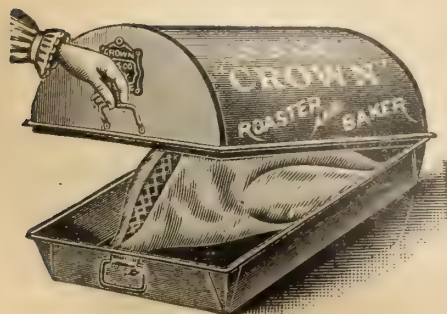
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TORONTO, CANADA.



VOL. II.

MONTREAL AND TORONTO, DECEMBER 1, 1900

NO. 48.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

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PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

OUR MANUFACTURERS AND THE TORONTO FAIR.

MANAGER Hill, of the Toronto Industrial Exhibition, was examined a few days ago by the city council committee on Exhibition affairs.

During his examination he gave it as his opinion that the reason the manufacturers exhibited so sparsely at the Industrial was the pressure of business.

The manufacturers of Canada have certainly been busy during the last couple of years; in fact, they were never as busy before. But when Mr. Hill advances that as a reason for the smallness of their exhibits of late years at the Toronto Fair he utters what is hardly half a truth.

Business may have had something to do with it, but the chief reason was the treatment accorded the manufacturers by the management of the Industrial Exhibition.

The manufacturers are busy men. As a rule, it does not pay them to exhibit, for the business realized is usually small compared with the money expended. To exhibit the product of their factories, therefore, entails some sacrifice. Instead of recognizing this the management of the Toronto Industrial Exhibition has by implication, at any rate, acted on the opposite assumption. In effect the manufacturers could come or stay away just as they deemed fit.

Entertainment has become one of the essential features of the Exhibition. And we have nothing to say against it as long as it is kept in its place. But the trouble is that at the Industrial Exhibition it has not been kept in its place.

Side shows, and not a few of them approaching indecency, have been given the maximum and the manufacturers the minimum of attention by the management, thus, at any rate, inferring that the products of the acrobatic and sporting arts were of more importance than the product of the manufacturing arts.

It was this policy on the part of the management that has offended not only the manufacturers, but the public as well.

The management of the coming exposition at Buffalo, while no doubt looking after the entertainment feature, is trying by every means in its power to encourage the manufacturers of Canada to exhibit their products at the "Bison City" next year.

If the management of the Toronto Exhibition would follow the example of its

Buffalo confreres the antagonism towards it on the part of the Canadian manufacturers would soon be a thing of the past.

TROUBLE IN THE WIRE TRUST.

TROUBLE appears to be again brewing in the camp of the Steel and Wire Trust across the border.

The American Steel and Wire Company recently purchased the stock and steamers of the American Steamship Company. The trouble is over this purchase, it being alleged that the sale was made at a large profit to the sellers, some of whom are directors of the Steel and Wire Company. The fact that the purchase was made at a time when the ore transportation on the lakes suddenly went down and Rockefeller had to lay up 40 of his boats emphasizes the displeasure.

It is said that as a result of the deal one of the directors who went on the board to take the place of one of those who withdrew at the time Chairman John W. Gates caused so much trouble early in the year, is about to withdraw as a protest.

The big steel and wire consolidation seems to have a penchant for making big blunders.

WINNIPEG'S MAYORALTY.

Mr. J. H. Ashdown is being talked about as a possible candidate for the mayoralty of Winnipeg. It is to be hoped the possibility may become a reality.

As a wholesale hardwareman he has been most successful. And to-day there is no man in the hardware trade that is better known in Canada or whose ability is more widely recognized.

The more men of the type of Mr. Ashdown we have in municipal life the better will it be for the municipalities that possess them.

BUSINESS MEN AND TORONTO TELEPHONE SCHEME.

AS is well known, there has for some months been a strong agitation for the establishment of a municipal telephone system in Toronto. But fresh interest has been taken in it during the past week by the appearance of a circular bearing the signature of The Bell Telephone Co.

The circular is, of course, in opposition to the scheme, and its effort is to show that the municipal telephone committee of the city council is "basing its expectations upon superficial and erroneous data." The estimate, for instance, that \$675,000 will equip a system for 6,000 subscribers is held to be entirely inadequate. The estimated operating expenses of \$120,000 are also held to be inadequate, while it is claimed that the estimate for depreciation should be 12½ per cent. instead of 5 per cent.

The Bell company also points out the inconvenience two rival systems would occasion business men, to say nothing of the added cost of their putting in two systems.

These are the main contentions embodied in the circular in question.

The opinion, however, of The Bell Telephone Co. is not an unprejudiced one. And, furthermore, the company has acted in a most arbitrary manner towards the citizens of Toronto. But, nevertheless, the points raised in its circular are entitled to the most careful consideration.

The aldermen of the city of Toronto are not noted for their business ability. Nearly every public work they have undertaken during the past 10 or 15 years has been most egregiously mismanaged. The Don river improvement, the new municipal buildings and the St. Lawrence market improvement are striking examples of that. And what guarantee have we that the proposed municipal telephone system will not be likewise mismanaged? None whatever.

The cost of the new municipal buildings was to be only about \$125,000 more than the telephone system is estimated to cost by the committee having in charge its promotion. The municipal buildings have cost about three times \$800,000, and it is to be feared the end is not yet.

Individuals usually profit by experience, but municipal corporations seldom. And we have not yet any evidence that the municipal corporation of Toronto has profited by its experiences of the past.

The municipal telephone committee is certainly deserving of praise for the energy it has exhibited and the research it has made. But we unhesitatingly say that the matter should be gone into still more exhaustively before the recommendation of the committee is adopted.

The question is a business one. Consequently, it comes within the purview of the Board of Trade. That board is representative of the business interests of the "Queen City," and no such municipal telephone scheme as that should be adopted until that body has investigated and endorsed it.

We cannot afford to run any risks. We may be in the frying-pan now, but we must be careful we do not get into the fire.

A GOOD YEAR IN ONTARIO.

THE Ontario Department of Agriculture report shows that the past summer has given Ontario a good harvest, as compared with former years. The following table, extracted from the report, shows that crops have been, generally speaking, considerably better this year than the average:

	—1900—		—1882-1899—	
	Bushels	Per Acre	Bushels	Per Acre
Fall Wheat.....	23,369,737	21.9	18,491,171	20.2
Spring Wheat....	6,940,333	18.4	7,231,037	15.5
Barley.....	16,909,751	29.3	16,196,877	26.1
Oats.....	89,693,347	37.4	68,319,271	34.9
Peas.....	14,058,198	21.2	14,285,198	19.7
Beans.....	820,373	18.6	664,515	17.4
Potatoes.....	21,476,489	131.0	18,596,662	176.0
Corn.....	27,093,561	81.9	20,815,829	71.6
Turnips.....	59,330,395	379.0	52,408,929	419.0
Mangel Wurtzels.	24,728,525	453.0	12,333,942	439.0

It will be seen that, with the exception of turnips, the yield per acre, which is of most account to the individual farmer, has been above the average this year in all the above products of the field. Spring wheat and peas show a somewhat smaller aggregate yield, because of decreased acreage, as the land has been devoted to other lines, such as beans, corn and mangel wurtzels.

In addition to good field crops, the past season has brought to Ontario a grand harvest through her pasture lands. Cheese factories and summer creameries all over

the Province, in reviewing the summer, congratulate themselves on their large output and the readiness with which it has been absorbed.

Everything considered, the year 1900 has been a satisfactory one to the Ontario farmer, and hence to the Ontario merchant. In view of the fact that signs of a reaction from the industrial boom of the past two or three years in Europe are manifesting themselves, the good condition of the home consumer must be considered a satisfactory, and even fortunate, circumstance to all mercantile and industrial concerns in Canada.

A CALL TO OTTAWA MERCHANTS.

THE FREE PRESS, Ottawa, is endeavoring to excite the interest of its readers in the local tourist question.

It is well to begin early in matters of this kind. There are few parts of the Dominion that can offer better attractions to tourists than Ottawa and the country that surrounds it. The scenery is varied and delightful, while, back of Ottawa, there is a country that, for the sportsman, is scarcely less than the ideal.

There is no class of people who should take a livelier interest in schemes to attract tourist travel than the merchants who do business in the localities concerned, for there are none that gain, in the long run, more by it. It is to be hoped, therefore, that the business men of Ottawa will respond readily to the call for their cooperation to rejuvenate the now somewhat apathetic local Tourists' Association.

A PATRON STORE EXPERIENCE.

Last week, the closing act in a Patron store experience in Grey county, Ont., took place. During the days when Patronism was flourishing, a lodge in Essa township appointed a committee of five members to manage a general store. This was carried on for five years, with a result of a net shortage of \$4,000.

The committee brought action to make the members of the lodge bear the loss. The defendants said that the members of the committee should bear the loss occasioned by their own business management, but they weakened when they got into the courtroom, paying \$2,300 for a settlement.

WHOLESALE HARDWAREMEN IN CONVENTION.

CANADIANS AT THE NATIONAL ASSOCIATION OF THE UNITED STATES.

CANADA was well represented at the sixth annual convention of the National Hardware Association of the United States, held in Richmond, Va., on November 21, 22 and 23. There were there representing the Canadian Wholesale Hardware Association Messrs. Peleg Howland, the president; W. Stark, the vice-president, and J. Hardy, the secretary-treasurer. The Canadians were there as guests, not as delegates, but, judging from the reports in the newspapers, they were well received.

From The Stoves and Hardware Reporter, of St. Louis, we clip this report of

MR. HOWLAND'S ADDRESS

to the convention:

"Mr. President and Gentlemen: I am very glad to be here and I can safely say that I am speaking the sentiments of my fellow-delegates from the Canadian Wholesale Hardware Association when I thank you heartily for the opportunity that has been given us to be present at your deliberations. We expect to get much valuable information from listening to the opinions and experiences of your members. I have watched the progress of your Association with much interest. I admire the motto you have chosen and am sure you have done much toward 'Raising the Standard of Business Methods.'

"This year we have had the pleasure of welcoming your secretary to the annual meeting of our association at Quebec. The efforts of your association to steer the trade into what we consider its legitimate channels are not only beneficial to us from force of example, but have a different influence, as we are buyers to a considerable extent of American manufactured goods. The Canadian Wholesale Hardware Association, which Mr. Stark, Mr. Hardy, and myself represent, is not quite 24 months old, though it has entered upon the third official year. We have a membership of 18, but two more than last year. Though we have had many applications we have been careful to admit only those that we have thought were properly qualified. Here are some of our troubles: Do you not think there is a field for us? In a country with as small a population as Canada, where the manufacturers of iron and steel products owe their development to a protective tariff and where there is practically no foreign market, a point of excess in production is soon reached and in the consequent struggle for an outlet the lines of distinction between the classes of trade are of necessity overlooked, with the

result to the jobber of restricted sales and narrow margins. Then we have the competition of the American manufacturer, who, in his efforts to get rid of his surplus, reaches out for trade of our larger retailers at prices which prevent our manufacturers giving us profits, even when they are so disposed. We have the competition of the retail syndicate buyer, of the foreign agent, English, German, Belgian or American, and of the American jobbers, in some sections now and then and in others all the time. Add to these conditions the fact that we sell goods in the older Provinces on four months' time or 6 per cent. 30 days, and in the far West certain classes of them at six months or 5 per cent. 30 days, with renewals even at that, and you will readily see some of our difficulties.

"Notwithstanding all these unfortunate conditions, I do not believe the hardware jobber's day is over in Canada. I believe he is still a necessity, that there is still room for a few of him. But only a comparative few. Owing to the centralization process, the process which is so apparent in almost every line, his business must be one of small margin and proportionately large volume. To gain success, large capital, never-ceasing application, economy, integrity (there is no room for the trickster in the trade) and up-to-date methods are essential, and, even with all these, I question if there will be a reasonable return without cooperation. It is different with you, I fancy. I venture to hope, therefore, that the National Hardware Association may prove a permanent organization, to the profit of its members and to the benefit of the trade generally, including the manufacturers, to whom your steady influence must be of enormous value, and I am sure I voice the opinion of the whole membership of the Canadian Hardware Association when I assure you that we are desirous of working with you in our humble way to our common good."

Messrs. Stark and Hardy also spoke briefly after which the trio of Canadians were pounced upon and each was presented with a gold pin to which was attached a miniature Stars and Stripes, while the delegates loudly cheered.

THE NATIONAL PRESIDENT'S ADDRESS.

The whole of the address of President Brindley, of the National Association, would scarcely interest hardwaremen in Canada, but there are two paragraphs which are worth reproducing. The one refers to retail associations and the other to the trade outlook. Regarding retail associations, he said:

We congratulate those merchants that have organized themselves into local retail associations; they have our concern and solicitude, and have had our thoughtful care bestowed upon them for their extension, welfare and interest; they have been valuable auxiliaries to us, practically standing in the same position to us that we do to the great body of manufacturers. We have constantly in our minds the care of their interests, as well as their protection: their province is to sow the seed in introducing to the consumer new goods, and to keep the same in daily use; as they do the sowing, so should they reap the richest reward of their labors. We recognize no greater injustice can be done any class than to have others step in, take their business away and forcibly reap where they have not sown.

His remarks regarding the trade outlook were as follows:

With the readjustment of values, which will place matters in a normal condition, and the fact that our manufacturers have entered the markets of the world—thus relieving our own country of surplus—our exports being the largest in any point in our history, it seems to us that the outlook is one of great promise and the harvest should be burdened with satisfactory results. It largely depends on our improvement of the opportunities—it requires wise action as individuals—hearty support of the executive committee and the association in such combined actions as admits of no equivocation. The result of the future is in our hands. Shall we garner the wheat or be satisfied with the tares? Hasty, unwise action may destroy the whole colossal business fabric now before us—whereas conservative, considerate, intelligent and united action will surely pilot our barque to the desired haven. Competition is truly the life of trade, but the same ingredient unrestrained and uncontrolled is even more truly the death knell thereof.

In his report, the secretary-treasurer, Mr. T. James Fernley, said that the National Hardware Association was the strongest organization representing any trade in the United States. He ascribed three reasons for this:

1. The representative houses, and only such, of our country, are on our roll.
2. Because the manufacturers of the country have realized that we are a strong ally and that we can largely aid them in extending the popularity of their goods.
3. We have a strong organization because the retail merchants of the country recognize that our association has been of great benefit to them.

He reported that during the year he had traveled 14,500 miles. Referring to his visit to the Canadian association at Quebec, he said: "In addition to visiting local and sectional associations, it was our pleasure to attend, as a fraternal delegate from this association, the annual convention of the Canadian Wholesale Hardware Association. This association, which was formed largely through our instrumentality, received us with the greatest cordiality, and extended courtesies far beyond our most sanguine expectations."

Another clause in the secretary's report which is worthy of reproduction was that relating to costs. It reads:

One of the subjects which we have brought to the notice of local and sectional associations has been that of arriving at a more equitable basis of costs. The president of our association, being the father of this idea and desiring it to be a distinctive feature of his administration, we have felt it incumbent upon us to urge the necessity of a plan very strongly upon our membership. We are most happy to state that a lively interest on the subject has been awakened, and we look forward with confidence in the success of this new departure.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

AN advance in the price of carriage bolts, machine bolts, etc., took place in the United States a few days ago.

A somewhat better condition prevails in the axle market. Prices which have been weak and uneven are a little firmer, and in some cases extreme quotations have been withdrawn. The condition of the steel and iron market has the effect of giving strength to the prices of axles, and the demand has been of such volume as to further give tone to the market. Some of the manufacturers are not so solicitous as a short time ago to obtain business at exceptionally low figures. Several of the leading factories are well supplied with orders.—Iron Age.

IRON TRADE OF BELGIUM.

The Belgian correspondent of an English trade paper says: "The market continues very quiet, and hardly any new business can be recorded; in fact, it is stated that for 1901 delivery, so far, no foundry iron has yet been sold. The blast furnace at Chatelineau of the Caillet company, has been blown out, and it is even reported that others have also been damped down, notably one at the Thy-le-Chateau Works. Thus the production of foundry iron has been considerably reduced."

FINISHED IRON IN GREAT BRITAIN.

The finished iron trade continues fairly good. For most classes of finished material the demand is very small. No sales of bars of any great extent have been recorded. The weakness in black sheets continues, and quotations show a decline of 5s. or more. The galvanized iron trade is beginning to get settled, but prices remain unaffected. Manufacturers of railway material in the Midlands are rather more satisfied with the Government assurances that the South-African contracts have not gone to America.—Iron and Steel Trades Journal.

THE PRICE OF ORE FOR 1901.

It is likely that within a week or two the large ore interests will come together at Cleveland, O., and fix a price on ore for next year. The price of standard Bessemer ores for this year was \$5.50 a ton, laid down in Conneaut, Erie, Ashtabula and Cleveland ports. While no definite price has been agreed upon, it is thought the price of ore next year will be \$4 a ton—a reduction of \$1.50. This would mean a decrease in the cost of making pig iron of fully \$2.50 a ton. No coke contracts have been made for next year, but it is probable the price of

furnace coke will be \$2 a ton. This is also a material reduction over the prices of some contracts now in force. It is pretty safe to say that the cost of making Bessemer pig next year will be close to \$3 a ton less than this year.

PIG IRON IN GREAT BRITAIN.

In the pig iron market prices have been weak and in most districts have shown some decline. In Middlesbrough almost all qualities have been put down. No. 3 has been done this week at 65s. per ton, this being 6s. 6d. below the best rates of the year, but some makers still adhere to 65s. 6d. The lowered rates do not appear to be resulting in much business, and there is very little forward buying going on, consumers adopting a waiting policy, and buying only for immediate requirements. Scotch warrant prices have gone up, but have not, as might have been expected, exercised any favorable influence upon either warrants or makers' iron in the Cleveland district. In regard to hematite some of the makers in Middlesbrough are still asking 80s. for early f.o.b. deliveries of mixed numbers, but other producers will accept 79s., which is also the price in second hands. It is about 8s. below the best of the year. In Barrow there is a very small output of hematite at present. New business is scarce. Makers are quoting 79s. to 81s. for mixed numbers; warrants are about 79s. cash.—Iron and Coal Trades' Review, November 16.

PER CENT. OF PROFIT.

THERE is a little matter to which the retailer should give attention, whether he is engaged in a large or a small business, says The St. Paul Trade Journal. He knows that if he is to be successful he must sell his goods for something more than he paid for them. But, how much more?

Before this can be satisfactorily decided, the dealer must know just what his goods cost him. Suppose an article is laid down at \$1, and is sold for \$1.10. It is entirely misleading to suppose that the profit was 10 per cent.

There is something to be added to the original dollar before it can be decided as to the amount of profit, if any, provided the goods were sold at 10c. advance, which, superficially considered, seems like a fair profit.

There is the matter of rent, taxes, insurance, clerk hire, interest on capital, to say nothing of the cost of heat, light, stationery and various other things coming under the head of miscellaneous business expenses.

A per cent. of these must be duly added to the original dollar, and it is a pretty large business, very economically conducted, if the 10 per cent. is not all eaten up.

How many traders take this view when fixing the cost of their goods? It is known that many do not. They buy and sell a good deal, and yet do not "get on." Palpably the reason for that condition is that they do not conduct their business on the right basis.

SYDNEY FURNACES TO START SOON.

At a meeting of the directors of the Dominion Iron and Steel Co., Limited, Sydney, N.S., held in Montreal on Wednesday, A. J. Moxham, the general manager, announced that 100 coke ovens and two blast furnaces were ready, and that the manufacture of iron would be started in a few days. It is not expected that the steel works will be ready to begin before next summer.

CUTLERY FOR THE HOLIDAY TRADE

At the Toronto branch of Wood, Vallance & Co., situated at 32 Front street west, a special effort is being made in the way of goods suitable for the holiday trade. These goods consist of cutlery in cases, pearl-handled dessert sets, and manicure and other sets, all of which have been tastefully arranged in the sample-room.

BLAST FURNACE FOR ST. JOHN.

Russel Hoyt and Fitz. Glime, representing the Mineral Products Co., New York, have offered to erect a blast furnace in St. John, N.B., which would give employment to between 300 and 400 men at the mines and the furnace, and cause the expenditure of over \$500,000 per annum for wages, freight, fuel, etc., on condition that they receive eight acres of land in a location convenient to railways and water, with a depth of 40 ft. and a stated quantity of water free from the municipality.

PERSONAL MENTION.

Mr. O. M. Hobson, retail hardwareman, Bolton, was among the buyers in Toronto this week.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

OTTAWA AND TOURIST TRAVEL.

THE tourist committee of the Ottawa Board of Trade met on Saturday night, Mr. R. W. Shannon presiding. The importance of advertising the superior attractions of the Ottawa and Gatineau district for tourists was fully discussed, and it was decided to utilize the winter months in advertising the city and district as widely as possible. Some time ago, Mr. C. E. E. Ussher, general passenger agent of the C.P.R., promised to use his influence towards securing more space for Ottawa in the C.P.R. literature, and he will be asked to do as much in that line as he possibly can.

The Grand Trunk passenger agent will be asked to assist, and also the representatives of other roads.

The committee recently asked many of the leading publications on the continent, such as The Scientific American, to give Ottawa a "write-up," and replies of a most favorable character have been received.

The committee after considerable discussion, decided to try and get up a booklet setting forth the attractions of Ottawa and circulate it all over the continent, and especially where it would be most likely to attract tourists. It was considered that \$1,500 would be necessary as it would require to be the finest of the fine from a typographical standpoint.

The city council will be asked to give \$500 on condition that the board of trade raises the \$1,000 balance. Should the council not have sufficient interest in advertising the city, and refuse the request the project will be dropped.

Those present were: R. W. Shannon, chairman, and A. Holland, W. M. Southam, G. S. May, C. J. Smith, Cecil Bethune and G. F. Henderson.

INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

EDDY BROS., a millionaire lumber company of Bay City, Mich., are erecting at Blind River, a small village on the C.P.R. about 70 miles from Sault Ste. Marie, one of the largest and most completely equipped sawmills in Northern Ontario. Blind River is situated on the easterly bank of an inlet of the North Channel, into which empties the Blind river. A channel is being excavated across a valley about two miles in length, in order to tap the great Mississauga river. This channel will afford passage direct to the mill for the immense quantities of logs available for miles along the shore of this fine floatable river. It is estimated that the cost of cutting this channel may be upwards of \$100,000. The site of the mill

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is made for satisfaction — made to sell over and over again to the same people. It's a pure lead, zinc and oil paint, with the best covering capacity and wearing qualities known. It satisfies the user in every point.

THE SHERWIN-WILLIAMS METHODS

are the best paint-selling methods in use. They are founded on right principles, and bring success to every man who makes full use of them.

Send for "B-13," a booklet on the Paint and the Methods.



CLEVELAND.
CHICAGO.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO.

SAN FRANCISCO.
KANSAS CITY.



and other buildings, including about 50 substantial residences, has been surveyed. The houses will be supplied with electric light, water, etc.

The Moore Shaft Coupling Co., Limited, Canterbury, N.B., have been incorporated with \$5,000 capital to acquire the patent rights of the Moore shaft coupling, and to manufacture and deal in carriage hardware generally.

T. B. Dowsley & Sons, manufacturers of carriage springs, Owen Sound, Ont., have had such a large demand for their product that they had to refuse several orders this season. Next spring they will increase both their machinery and their staff.

WILL OF A BUSINESS MAN.

GEO. H. LOVITT, YARMOUTH, N.S.

THE will of the late Geo. H. Lovitt, Yarmouth, N.S., shows that he left an estate valued at about \$750,000. Mr. Lovitt made the bulk of his fortune in the days when Yarmouth was one of the great centres of wooden shipbuilding.

When about 20 years of age the late Mr. Lovitt entered upon a seafaring life, filling different positions until he became master. The first vessel of which he took command was the barque Princess, about the year 1851; followed by the barques Jane Lovitt and Palmyra, of which vessels he owned a

part. He was also a part owner of a number of other vessels with his father, Andrew, and his brother, William D. He retired from sea about the year 1864 and started in the shipbuilding business. He built and owned exclusively 12 vessels aggregating over 12,000 tons.

He discontinued shipbuilding in 1890, when the building of wooden ships began to decline. Since that time he has devoted his time to the investment of his money.

The executors of his estate are Messrs. Irving A. and Erastus H. Lovitt, sons, and Senator John Lovitt, brother of the deceased. The homestead, with household effects, etc., is given to the widow and Irving A.; on the death of Mrs. Lovitt the property goes absolutely to Irving A. Lovitt. An income of \$1,000 a year is given Mrs. Lovitt. The property is divided among the sons and daughters of the deceased. Some lots in Carleton, St. John, are among the bequests to Mr. Frank Lovitt. A daughter, Mrs. James Burrill, receives \$14,000, one-quarter of deceased's stock in the Bank of Yarmouth, and all his stock in the Yarmouth street railway. The sum of \$1,000 is given to the Old Ladies' Home Society, of Yarmouth; \$700 each is left to Miss Abbie Thomas and Miss Blanche Thomas, neices of his wife and daughters of the late Mr. George Thomas, St. John.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING to appoint a curator for T. Ross, general merchant, Amqui, Que., has been called for Dec. 3. Oct. De Varennes, dealer in bicycles, Quebec, has assigned.

Xavier Savard, general merchant, St. Felicien, Que., has assigned.

Mead W. Crane, merchant, Phoenix, B.C., has assigned to Alan G. Simpson.

Charles Pearson & Co., general merchants, Cedar Hill, Que., have assigned.

Bilodeau & Chalifoux have been appointed curators of Louis Bolduc, carriagemaker, Montreal.

Hewitt & Zimmerman, general merchants, Oil Springs, Ont., have assigned to James Marshall.

J. B. Lambert, general merchant, St. Appolinaire, Que., has compromised at 53c. on the dollar.

Alex. Desmarteau has been appointed curator of P. Boileau & Freres, contractors, Isle Bizard, Que.

The landlord is in possession of the premises and stock of the Smith Hardware Co., St. Thomas, Ont.

Coley & Evans, dealers in agricultural implements, Swan Lake, Ont., have assigned to Lendrum McMeans, Winnipeg.

A. R. Sutherland, tinware dealer, Langton, Ont., has assigned to J. A. Graves, Tilsonburg, Ont., and a meeting of his creditors will be held on November 30.

PARTNERSHIPS FORMED AND DISSOLVED.

Roy & Frere, sawmillers, St. Jude, Que., have dissolved.

The Canadian Aluminum Works, Montreal, have dissolved.

J. A. Nadeau & Cie have registered as blacksmiths in Marbleton, Que.

George M. Baldwin, bicycle dealer, etc., Seaforth, Ont., has admitted B. Hillary.

Palmer Bros., general merchants, Bedford, Que., have registered partnership.

Holtham & Co., general merchants, Waterville, Que., have registered partnership.

Roach & Gillis, general merchants, Little Glace Bay, N.S., have dissolved; A. J. Gillis continues.

Thompson & Scott, general merchants, Shubenacadie, N.S., have dissolved, and copartnership has been registered by Thompson & Blois.

Louis A. Melanson and Israel L. Burrill, doing a general business at Church Point, N.S., under the name of Melanson & Burrill, have dissolved partnership.

Carriere, Laine & Co., founders, Levis, Que., have dissolved, and new partnership has been registered under the same style

by C. H. Carrier and J. Ed. Roy as proprietors.

SALES MADE AND PENDING.

The stock of J. R. LeBlanc, hardware dealer, Montreal, has been sold.

The assets of Ritchie & McAdam, general merchants, Quyon, Que., are to be sold on December 11.

The assets of the Automatic Steam Cooker Co., Limited, Toronto, are advertised for sale by tender.

CHANGES.

J. R. Brown, wagonmaker, Grand Valley, Ont., has sold out to Henry Rounding.

T. E. Mahaffy, general merchant, Cascade City, B.C., is removing to Moyie, B.C.

W. S. Peters, blacksmith, Cypress River, Man., has been succeeded by W. Wilson.

McBride Bros., hardware dealers, etc., Fort Steele, B.C., are removing to Cranbrook.

Thomas Street, blacksmith, Portage la Prairie, Man., has sold out to A. G. Dawson.

Joshua Anderson, general merchant, Columbia, B.C., has sold his stock to Jeff Davis & Co.

Hugh Taylor, dealer in agricultural implements, Shelburne, Ont., has retired from business.

D. E. Lane has registered as agent in Quebec for the Berlin Iron Bridge Co., Berlin, Germany.

T. K. Bentley & Co., Limited, general merchants, Port Greville, N.S., have sold out to H. Elderkin & Co.

Joseph Sucee, dealer in implements, carriages, etc., Peterboro', Ont., has sold out to Drummond & Duffus, who take possession on January 1, 1901.

FIRES.

The grist mill and the saw mill of the Alex. Gibson Railway and Manufacturing Co., Marysville, N.B., has been burned.

DEATHS.

Peter Lamphier; general merchant, Grahamsville, Ont., is dead.

TRAVELERS' HOTEL GUIDE.

The hotel is practically the commercial traveler's home, so one of the objects of the Dominion Commercial Travelers' Association is to secure all possible comforts and conveniences in hotels. To do this to a maximum degree the association has published a Guide containing the names of the best hotels throughout Canada. This list has been compiled from information secured by circulars sent out from the Montreal office, and only the names of those hotels are inserted which guarantee good wholesome food; clean, warm and well-ventilated sleeping rooms; satisfactory sanitary arrangements; large, clean, warm, well-lighted and well-ventilated sample-rooms and safe arrangements for escape in case of fire. In the Guide, which is gotten up in the form of a pocket book like last year's, are the names of about 1,300 hotels whose rates for board and sample-rooms and transfer charges are shown. Altogether it is a handy little publication that will be appreciated by the members of the association and the executive is to be congratulated upon its publication.

Curry Bros., general merchants, Innisfail, Man., are enlarging their store, because the growth of their business makes their present floor and shelf space insufficient.

IVER JOHNSON

GUNS AND REVOLVERS

**ARE HONEST GOODS
AT HONEST PRICES.**

Thirty years' experience in the manufacture of fine Fire-arms enables us to produce the best. Iver Johnson's Fire-arms are noted principally for their safety. The accidental discharge of an Iver Johnson Gun or Revolver is impossible.

SEND FOR COMPLETE ILLUSTRATED CATALOGUE

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

FITCHBURG, Mass.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE



Strapped Open Bells

SLEIGH BELLS.

York Eye, Pear Shape.

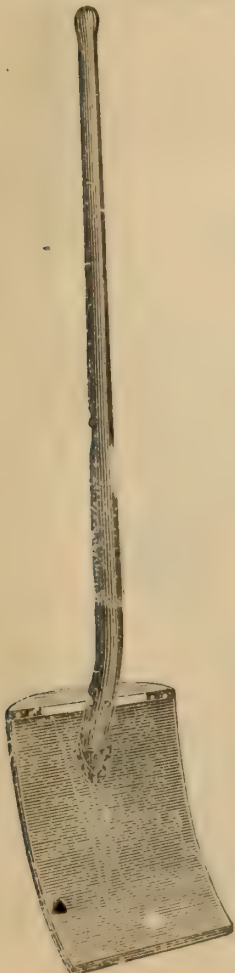


TEAM BELLS.

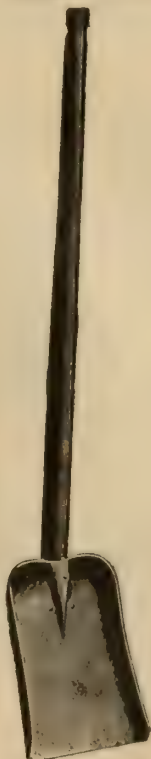
Rough Brass.
Polished "
Nickel Plated.

add returned to owner 3/17/00 see cup
book in back
also 14/8 also
also rain seeds

SNOW SHOVELS.



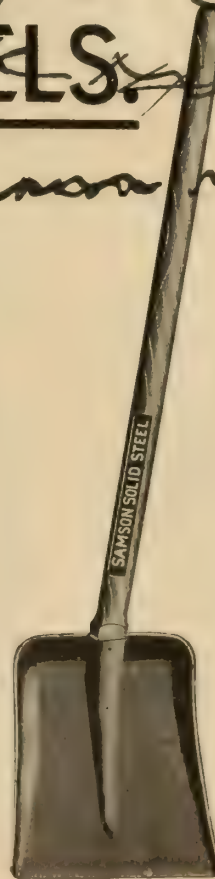
"Favorite."
Painted Red.
6, 7, 12, 13, 14-in.



Boy's, steel.
7 x 11 Jap.



"Woodman's"
Snow or
Stable Shovel.



"Samson."
Solid Cast Steel.
14 x 15 Jap.



Sidewalk Scrapers.

SEE OUR FALL CATALOGUE FOR OTHER SEASONABLE LINES.

H. S. HOWLAND, SONS & CO., Toronto.

OUR PRICES
ARE RIGHT

Graham Wire and Cut Nails are the Best.

WE SHIP
PROMPTLY

Protect Yourself.

Avoid Unknown, Untried and Unreliable Brands.



Upon summary conviction, a fine must be imposed for all short length twine. It will be risky handling inferior, or twine of uncertain length.

1901. Will be a Year of Tests. 1901.

"Plymouth" dealers fear no trouble, as that brand always equals, and usually exceeds guaranteed length.

Quality Tells.

Quality Sells.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

AFTER a successful business career of 19 years, F. W. Davis, Ripley, Ont., offers his Hardware Store, Tin and Coal stock for sale. Possession to be given in January, 1901. Good buildings can be bought or leased. The above is one of the best chances of the kind to be had in Western Ontario to-day. A well and clean-kept stock, large turnover and no opposition. (48)

HARDWARE BUSINESS FOR SALE.

HARDWARE AND TINSMITH BUSINESS for sale. A splendid opening. Address, "Drawer 316, Regina, Northwest Territories." (51)

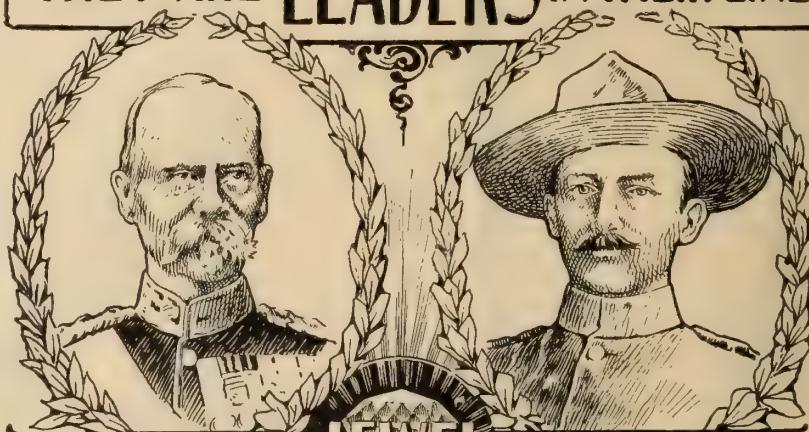
TRAVELLER WANTED.

WANTED—TRAVELLER FOR WESTERN Ontario who understands the hardware business, one having connection preferred. Must have **Al** references regarding character, ability as salesman, etc. Good salary paid to the right man. Address "X. Y. Z.," care Advertising Department, **HARDWARE AND METAL**, Toronto. (48)



VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for...
Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Cables, etc.

THEY ARE LEADERS IN THEIR LINE



SO ALSO ARE JEWEL STOVES & RANGES

The ——— Manufactured by

Burrow, Stewart & Milne Co.

HAMILTON, ONT.

... Limited

NEW CATALOGUE now ready.

Above cut will be sent to any customer for advertising in local papers.

PERSISTENCY DOES IT.

Fish are not caught every time the hook is baited. Neither are customers secured every time an advertisement is published. But, just as persistent baiting of the hook results in many fish being caught, so persistent and judicious advertising secures many customers. It is a law as true as any of Nature's laws. An ad. in "Hardware and Metal" every week will demonstrate the truth of this statement.

EXTENDED INSURANCE.

One of the many liberal features embodied in the
UNCONDITIONAL ACCUMULATIVE POLICY
issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

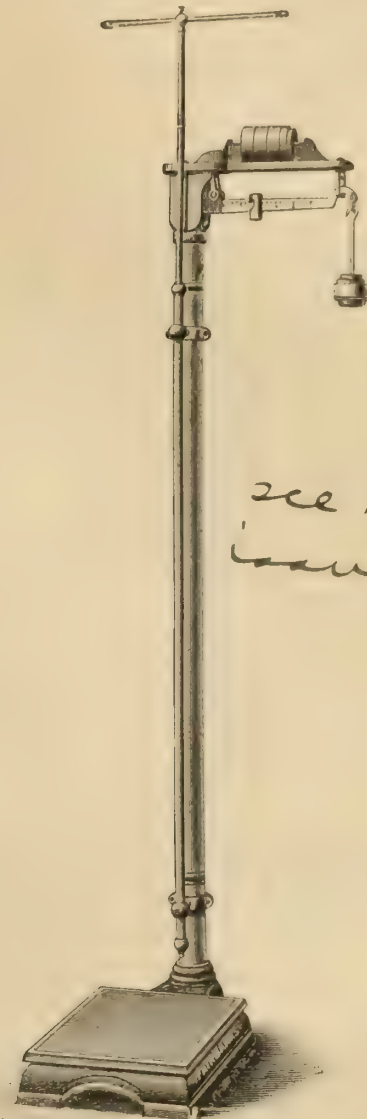
is the provision for Extended Insurance. After three full annual premium have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

For Christmas



Bathroom or Household .. SCALE ..

This Scale is Iron and Brass throughout, nickel-plated sliding Poise Beam. With or without Measuring Rod.

Finished in pale blue enamel, or imitation oak.

An ideal Household Scale in every respect.

PRICES AND CATALOGUE FOR THE ASKING

The Fairbanks Co.,

749 CRAIG STREET, MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, November 30, 1900.

HARDWARE.

A GOOD business is still being done, but trade in heavy goods is not up to the mark of last week. The demand is principally for shelf goods to sort up stocks. Sporting goods, and particularly hockey sticks, cutlery and other Christmas goods, skates, sleigh bells and snow shovels are the goods in best demand. It is expected that trade will slacken next week when dealers will begin to take the travelers off the road and stock-taking will commence. There have been repeated rumors to the effect that wire nails were to be reduced, but, so far as we can learn, the rumors are unfounded, and certainly so if only the legitimate condition of the market is considered. It is expected that at the meeting of the manufacturers next week prices will be confirmed. The market is gaining in strength rather than weakening, and the manufacturers have again advanced bar iron this week. Horseshoes are in

good demand still, while cordage maintains its firmness.

BARB WIRE—Trade is quiet in this line of goods. The price is unchanged at \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—There is very little doing. We quote as follows: Nos. 4 and 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

SMOOTH WIRE—Only hay-baling wire is selling; other lines are quiet. The base price is \$2.80 per 100 lb.

FINE STEEL WIRE—The usual demand is being experienced. The discount is 17½ per cent. off the list.

BRASS AND COPPER WIRE—Trade is fair, and quotations are unchanged. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—This is a quiet time with fence staples, there is not much doing. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—The feeling is steady, with trade fair. We quote as follows: \$2.85 for small lots and \$2.75 for carlots, f.o.b. Montreal, Toronto, Hamilton, London, Gananoque, and St. John, N.B.

CUT NAILS—Movements continue to be of fair proportions, and the feeling is firm. We quote as follows: \$2.35 for small and \$2.25 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Trade has been brisk in horse nails this week. The discounts are 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—A brisk demand is still being experienced, and the feeling is firm. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b.

CHRISTMAS IS COMING.

SORT UP YOUR STOCK WITH



**McClary's
Decorated
Enamelled
Wares.**

Most Original in Design, Elegant in Appearance,
Extra Good Quality.

Made in Three Grades:

EXTRA BLUE DECORATED,
EXTRA IMPERIAL GREEN DECORATED,
WHITE DECORATED.

RETURNED

THE McCLARY MFG. CO. DEC 13 1901

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

VANCOUVER.

With our extra large stock we guarantee the most prompt shipment.

We are the Largest Dealers in Canada in



Queen's Head Galvanized

Iron.

Apollo Galvanized Iron.

Black Sheet Iron.

Timed Sheet Iron.

Sheet Zinc. Canada Plates. Tin Plates.

AND ALL...

Materials and Stocks

FOR

Tinners' Use.

Give us Specification for Your Spring Import Order
and we will Quote Prices.

Apollo galvanized iron
may not be so easy to get—
your jobber don't keep it.
Change your jobber.

American Sheet Steel Company, New York.

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

Montreal; f.o.b. Hamilton, London and Guelph, roc. extra.

SCREWS—Good sorting orders continue to arrive. Discounts: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 ½ per cent.

BOLTS—A satisfactory trade continues at unchanged quotations. Discounts: Carriage bolts, 65 per cent.; machine bolts, 65 per cent.; coach screws, 75 per cent.; sleigh shoe bolts, 75 per cent.; bolt ends, 65 per cent.; plough bolts, 50 per cent.; square nuts, 4 ½ c. per lb. off list; hexagon nuts, 4 ¾ c. per lb. off list; tire bolts, 67 ½ per cent.; stove bolts, 67 ½ per cent.

COTTERPINS—Some large orders have been filled this week. There is no change in prices to report. We quote: 55 per cent. off English list, or, according to American list, all sizes but ¾ in. wire, 80 per cent. off, and ¾ in. wire, 70 per cent. off.

RIVETS—A small trade is passing. The discount on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE—The feeling is steady at the rise with few lots moving. Manila is worth 12 ½ c. per lb. for 7-16 and larger; sisal is quoted at 8 ½ c. per lb. for 7-16 and larger. Lath-yarn is worth 8c. per lb.

SPADES AND SHOVELS—The demand for snow shovels has been phenomenal this week. Otherwise trade is quiet. The discount is 40 and 5 per cent.

TACKS—A fair distributing trade has been done through sorting orders. We quote: Carpet tacks, in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—A small demand only has been noticeable this week, and trade is rather quiet. The prices range from \$17 to \$24, as to brand, ex wharf.

CEMENT—The activity is falling off. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10 per bbl.

METALS.

Prices on bar iron continue to advance and the market shows firmness throughout the range of lines.

PIG IRON—Buying is going on more freely than for some months. No. 1 Summerlee pig is held at \$24 to \$25; No. 1 Hamilton and Nova Scotian at \$19 to \$20, and Midland \$20 for future delivery.

BAR IRON—The anticipated advance has

RUSSIA IRON

Genuine and Imitation.

CANADA PLATES

Ordinary and All Polished.

SHEET ZINC "V.M." Brand

SANDERSON'S CAST STEEL.

In stock at Montreal. Close prices to wholesale buyers.

A. C. LESLIE & CO.

AGENTS, MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

PIG TIN
INGOT COPPER
LAKE COPPER
PIG LEAD
SPELTER
ANTIMONY

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASCOW, N.S.

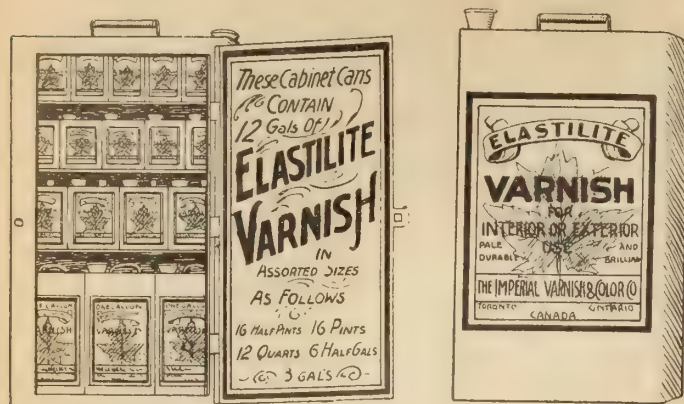
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

These Cuts represent a Front and Back View of our



Elastilite Cabinet Show Can

which we give free with twelve gallons, assorted sizes, of Elastilite Varnish, to new customers.

It is about three feet high, and in proportion to a one-gallon can; beautifully lithographed.

It makes a splendid centre-piece for dressing the window or counter, is very convenient for storing the Elastilite Varnish, and is a constant reminder to all that they have some varnishing at home to do, and, when people are convinced you have something they want, your sale is as good as made. This is where Elastilite will help you.

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz.:

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

occurred at first hands, and the ruling price to retailers now is \$1.70.

BLACK SHEETS—The market is steady. We quote: \$2.85 for 8 to 16 gauge.

GALVANIZED IRON—Business is slow. We quote: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—Every confidence is shown in the market. The price is still 17 1/2c.

INGOT TIN—Prices appear to be about steady at 34c. for Lamb and Flag.

LEAD—A fair business continues to be done at \$4.65.

LEAD PIPE—A few orders have been received this week. We quote 7c. for ordinary and 7 1/2c. for composition waste, with 15 per cent. off.

IRON PIPE—Prices are advancing and the demand is good. We quote as follows: Black pipe, 1/4, \$2.80 per 100 ft.; 3/8, \$2.80; 1/2, \$2.85; 3/4, \$3.05; 1-in., \$4.35; 1 1/4, \$5.95; 1 1/2, \$7.10; 2-in., \$9.50. Galvanized, 1/2, \$4.90; 3/4, \$5.40; 1 in., \$7.35; 1 1/4, \$9.75; 1 1/2, \$11.70; 2-in., \$15.75. Some dealers are quoting higher prices in black than our schedule shows; but there are yet some who have not advanced their quotations. The manufacturers are higher.

TIN PLATES—Fair amounts are moving. We quote: Coke, \$4.50; charcoal, \$4.75.

CANADA PLATE—There is no change to report in quotations, but trade is not heavy. We quote: 52's, \$2.90; 60's, \$3; 75's, \$3.10; full polished, \$3.75, and galvanized, \$4.60.

TOOL STEEL—Firm. We quote: Black Diamond, 8c.; Jessop's 13c.

STEEL—A good business continues to be done in steel. We quote: Sleighshoe, \$1.85; tire, \$1.95; spring, \$2.75; machinery, \$2.75, and toe calk, \$2.50.

TERNE PLATE—Fair lots continue to be distributed at \$8.25.

SWEDISH IRON—There is nothing new to report. The price remains as before at \$4.25.

COIL CHAIN—Trade continues without change, a few inquiries being received. We quote as follows: No. 6, 11 1/4c.; No. 5, 10c.; No. 4, 9 1/2c.; No. 3, 9c.; 1/4-inch, 7 1/2c. per lb.; 5-16, \$4.60; 5-16 exact, \$5.10; 3/8, \$4.20; 7-16, \$4.00; 1/2, \$3.75; 9-16, \$3.65; 5/8, \$3.35; 3/4, \$3.25; 7/8, \$3.20; 1-in., \$3.15.

SHEET ZINC—Values are a little lower, being now 6 to 6 1/4c.

ANTIMONY—Lower, at 10c.

GLASS.

We no longer hear of the anticipated advance in glass and must presume it is not coming. The demand is still brisk. We quote as follow: First break, \$2; second, \$2.10 for 50 feet; first break,

100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

Paris green, generally neglected at this season because it will not be distributed amongst the "consumers" for six months, has received a great deal of attention during the past few days, and we hear of a number of sales to those who think the present moment a good time to purchase. The early closing of navigation has entailed an immense amount of work upon the manufacturers of paints, oils and varnishes, and, in one or two instances, works have been kept running after official hours. The brisk movement has been chiefly in liquid paints, coach colors, japan, varnishes and enamels. The main staples, such as linseed oil, white lead and turpentine, may be said to be only in fair demand. After next week a dull time is looked for, as stocktaking will then become pretty general amongst the manufacturers and large jobbers. Vermilion has been shipped pretty freely, and the market for all classes of dry colors and sundries generally, is firm and steady. The season is closing with a good, healthy undertone, and an active strong market may be anticipated immediately on the opening of the coming spring season. We quote:

WHITE LEAD—Best brands, Government

standard, \$6.50; No. 1, \$6.12½; No. 2, \$5.75; No. 3, \$5.37½, and No. 4, \$5, all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.50; in kegs, \$5.75.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 82c.; boiled, 85c., five to nine barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 64c.; two to four barrels, 63c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ¼c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

We have again to report a strong market in scrap metals. Holders are not eager to sell and supplies are scarce. We quote: Heavy copper and wire, 13 to 13½c. per lb.; light copper, 12c.; heavy brass, 12c.; heavy yellow, 8½ to 9c.; light brass, 6½ to 7c.; lead, 2¼ to 3c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$13 to \$14 per gross ton; No. 1 cast, \$13 to \$14; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4.

PETROLEUM.

There is no change to report. We quote: "Silver Star," 15 to 16c.; "Imperial Acme," 16½ to 17½c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

Green hides are beginning to accumulate. Dealers are paying: Beef hides, No. 1, 9½c.; No. 2, 8½c.; calfskins, No. 1, 8½c.; No. 2, 6c.; lambskins, 80 to 85c. each; sheepskins, \$1.05 each.

It is announced that 14,000,000 bush. of grain have passed through the C.P.R. elevator at Depot Harbor, Ont., during the season now closing. Over 20,000 tons of coal have also been handled at this port.

People Everywhere

appreciate the economy and practical, lasting protection gained by using our

Rock-Faced Stone

A STEEL SIDING—GALVANIZED OR PAINTED.

It is very easily and quickly applied—can't be excelled for cold and damp proof protection and gives a handsome appearance at slight expense.

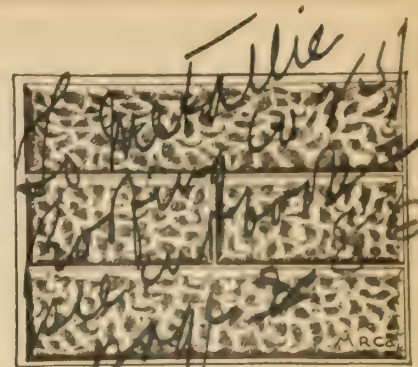
Used everywhere for new structures and for improving old ones.

Write us if you are not Handling this Siding—There's Good Business with it.

METALLIC ROOFING CO., LIMITED,

Wholesale Mfrs.

King and Dufferin Sts, TORONTO



ONTARIO MARKETS.

TORONTO, November 30, 1900.
HARDWARE.

THERE is somewhat of a lull to be noted in the wholesale hardware trade this week. To say nothing of the mild and unseasonable weather, less activity is only to be expected after the rush to have orders shipped before the close of navigation. At the same time, however, a fairly good trade is to be noted for this time of the year, and the feeling in regard to prices is, as a rule, steady. All fence wires are quiet and featureless, and the demand for wire nails is not as brisk as it was, although quiet a few sorting-up orders are being received. One of the features of trade is the briskness of the demand for cutlery, nearly every order coming in showing some of this line wanted. Although there are still a good many stoves going out the demand is not as brisk as it was. A good many furnaces are still moving. Quite a demand is being experienced for cow chains and web-end rope halters. Sleigh bells and skates are also in fairly good demand. Some building paper is going out. A fairly good trade is being done in furnace scoops and furnace shovels. A fair business is to be noted in rivets and burrs and trade is active in screws. Stove bolts are going out well.

BARB WIRE—Little or nothing is being done. We quote f.o.b. Cleveland at \$2 97½, with carlots 12½c. less.

GALVANIZED WIRE—This is also quiet, with the base price \$2.72½ per 100 lb., f.o.b. Cleveland.

SMOOTH STEEL WIRE—Very little oiled and annealed is going out, and there is

scarcely anything doing in hay-baling wire. We quote the base price at \$2.80.

WIRE NAILS—Trade has fallen off somewhat, but at the same time there is a fair movement in small lots. The base price is unchanged at \$2.85 per keg in less than carlots and \$2 75 in car lots.

CUT NAILS—These are as dull as ever, only a very few going out. We still quote the base price at \$2.35 per keg.

HORSESHOES—The demand keeps up well with prices as before. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4 95.

HORSE NAILS—The demand for these is still good. Discount, 50 per cent. on standard oval head and 50 and 10 per cent. on Acadia.

SCREWS—Trade has continued good during the past week. We quote wood screws: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—In stove bolts, business has been good during the past week, but tire bolts have been rather quiet. We quote: Carriage bolts (Norway), full square, 70 per cent.; carriage bolts, full square, 70 per cent.; common carriage bolts, all sizes, 65 per cent.; machine bolts, all sizes, 65 per cent.; coach screws, 75 per cent.; sleighshoe bolts, 75 per cent.;

blank bolts, 65 per cent.; bolt ends, 65 per cent.; nuts, square, $4\frac{1}{2}$ c. off; nuts, hexagon, $4\frac{3}{4}$ c. off; tire bolts, $67\frac{1}{2}$ per cent.; stove bolts, $67\frac{1}{2}$; plough bolts, 60 per cent.; stove rods, 6 to 8c.

RIVETS AND BURRS—Business in iron rivets has been fairly good during the past week, and in copper rivets there have been a few moving. Discount, 60 and 10 per cent. on iron rivets; iron burrs, 55 per cent.; copper rivets and burrs, 35 and 5 per cent.

ROPE—Business in this line is only moderate. The hemp markets are quiet but steady. The base price is now $8\frac{1}{2}$ c. for sisal and $12\frac{1}{2}$ c. for manila. Cotton rope is unchanged as follows: 3-16 in. and larger, $16\frac{1}{2}$ c.; 5-32 in., $21\frac{1}{2}$ c., and $\frac{1}{8}$ in., $22\frac{1}{2}$ c. per lb.

ENAMELED WARE—The demand in this line is rather light.

TINWARE—There is a fair movement in some lines, particularly in such stove furnishings as boilers, tea kettles, coal hods, etc.

STOVES AND FURNACES—Trade has fallen off in stoves, owing to the wild weather. So far this season trade has been good. In furnaces a good many orders are still going out.

CUTLERY—There is a good demand, and nearly every order coming in calls for some cutlery. Cutlery is one of the lines in which trade is being well maintained.

COW CHAINS, ETC.—A good demand has sprung up for cow chains and also for web and rope halters. In fact, the demand exceeds the supply in all these lines.

BUILDING PAPER—There is a little movement in this line.

SPADES AND SHOVELS—There are few spades going out, and there is some demand for furnace scoops and furnace shovels. Discount is unchanged at 40 and 5 per cent.

CEMENT—The demand is light, though there is more moving than usual at this season. Prices are unchanged. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

It is the opinion among wholesale men that orders for forward delivery are being booked a little more freely, showing that stocks which have been on hand for some time have become pretty well reduced. Bar iron is decidedly firm, and the price of iron pipe is gradually strengthening.

PIG IRON—There is not much doing, but the tone of the market is still fairly confident.

BAR IRON—The demand is active with the ruling prices \$1.65 to \$1.70. The tendency of the market continues upward.

HOOP STEEL—A fair business is being done in this line and prices are unchanged at \$3.10.

PIG TIN—There is a fair movement, but it is only for small lots. We still quote 34 to 35c. The outside markets are easy.

TINNED SHEETS—Trade in this line is quiet, with 28 gauge still quoted at 9 to $9\frac{1}{2}$ c. per lb.

TERNE PLATES—A little more activity is to be noted in this line than for some time past. We quote IC at \$8.75.

BLACK SHEETS—The demand for black sheets continues good and the base price unchanged at \$3.40 per 100 lb.

GALVANIZED SHEETS—Business during the past week has been active. Locally, no changes in prices have taken place, but in the United States values have appreciated about 5 per cent. In ordinary lots we quote English \$4.85 and American at \$4.50.

CANADA PLATES—There has been a fair movement in small lots, although the mild weather has had a somewhat depressing effect on this line. We quote: All dull, \$3.15; half and half, \$3.25; and all bright, \$3.85 to \$4.

IRON PIPE—The situation in iron pipe is gradually improving, the large stocks that have been such a disturbing factor in trade for some months appear to have at last been worked off, and, as the demand is still good, the tone of the market is naturally stronger. Black pipe is now quoted as follows: $\frac{1}{4}$ in., \$3.10; $\frac{3}{8}$ in., \$3.10; $\frac{1}{2}$ in., \$3.10; $\frac{3}{4}$ in., \$3.35; 1 in., \$4.75; $1\frac{1}{4}$ in., \$6.50; $1\frac{1}{2}$ in., \$7.70; 2 in., \$10.70. Galvanized pipe is as follows: $\frac{1}{2}$ in., \$4.65; $\frac{3}{4}$ in., \$5.35; 1 in., \$7.25; $1\frac{1}{4}$ in., \$9.75; $1\frac{1}{2}$ in., \$12.25; 2 in., \$15.

SOLDER—Trade is fairly active in solder. We quote half and half, 20 to 21c.; refined, 19 to 20c.; wiping, 19 to $19\frac{1}{2}$ c.

PIG LEAD—The demand for this line continues good, with prices ruling at $4\frac{3}{4}$ to 5c. per lb.

COPPER—Trade is quiet in ingot copper and fair in sheet copper. We quote ingot at 19 to 20c.; bolt or bar at $23\frac{1}{2}$ to 25c.; and sheet at 23 to $23\frac{1}{2}$ c.

BRASS—The demand is good this week with the discount 15 per cent. on rod and sheet.

ZINC SPelter—Trade in this line is only being done in a small way. We quote 6 to $6\frac{1}{2}$ c. per lb.

ZINC SHEET—In this line trade is less active than it was, only small quantities being wanted. We quote cask lots at \$6.75 to \$7, and part casks at \$7 to \$7.50.

ANTIMONY—Trade in this line is fair, at 11 to $11\frac{1}{2}$ c. per lb.

PAINTS AND OILS.

There is little doing. There is some fluctuation in the cost of turpentine and lin-

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power. ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM. SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St., BIRMINGHAM.

BURMAN & Sons', Limited HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

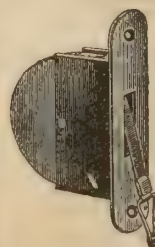
Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

seed oil at principal points, and locally linseed oil is 2c. lower. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.62½; No. 1, \$6.25; No. 2, \$5.87½; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to 7½c.

ORANGE MINERAL—Genuine, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 82c.; boiled, 85c.; 5 to 9 barrels, raw, 81c.; boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 64c.; two to four barrels, 63c., to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

A fair movement is reported. Prices keep firm. We still quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4; double diamond under 26 united inches, \$6, Toronto, Hamilton and London; terms 4 months or 3 per cent. 30 days.

OLD MATERIAL.

Agricultural and machinery cast scrap are 5c. per cwt. dearer. Scrap rubber is ¼c. higher. Heavy copper and coil wire scrap have declined ½c. We now quote jobbers' prices as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 55c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12½c.; coil wire scrap, 13c.; light scrap brass, 7c.; heavy yellow scrap brass, 10 to 10½c.; heavy red scrap brass, 10½c.;

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETTÉ**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

GLAZIERS' DIAMONDS

of every description
Reliable Tools at low prices.



A. SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

LEADERS IN THE DARK.

BANNER Cold Blast Lanterns,
CLIMAX Safety Tubular Lanterns,
The Best Outside Light.

BANNER Lamp Burners,
BRILLIANT Lamp Burners,
The Best Inside Light.

For sale by all Crockery and Hardware Jobbers.

THE ONTARIO LANTERN CO., Hamilton, Ont.

scrap lead, 3c.; zinc, 2½c.; scrap rubber, 7c.; good country mixed rags 65 to 75c.; clean dry bones, 40 to 50c per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—The market is strengthening, an advance of ¼ to ½c. being shown in all lines. We quote: Cowhides, No. 1, 8½c.; No. 2, 7½c.; No. 3, 6½c. Steer hides are worth 1c. more. Cured hides are quoted at 9 to 9½c.

SKINS—Sheepskins continue to advance. Otherwise there is no change. We quote as follows: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at 80 to 90c.

WOOL—There is no change. We quote: Combing fleece, 15 to 16c., and unwashed, 9½ to 10c.

SEEDS.

There is practically nothing doing. The outside markets, however, keep firm and prices here are steady at \$6 for the best values of alsike, and \$5.50 to \$6 for ordinary to the finest clover.

PETROLEUM.

The demand keeps active. Prices are steady as follows: Pratt's Astral, 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

COAL.

There is not yet much coal arriving.

Prices are steady. We quote on cars Buffalo and bridges: Grate, \$4.75 per gross ton and \$4.24 per net ton; egg, stove and nut, \$5 per gross ton and \$4.46 per net ton.

POSITION OF LINSEED OIL.

It is learned that the Canadian crushers of linseed oil having secured a large stock of flaxseed will be in a position to supply the home market for all its requirements. Within the last few days the market for linseed oil in England has shown considerable weakness, and prices for summer delivery will be lower.

A CONTINGENT FEE.

An Irishman went to a lawyer with a case, but the attorney wanted a retainer. The Irishman was poor, and, finally, the lawyer said he would take the case on a contingent fee.

It was settled, but the contingent fee part of the agreement bothered the client. He confided his ignorance to his friend Paddy, and asked for an explanation.

"An' is it the meanin' of a contingent fee yer after knowin'?" Shure, I'll tell ye. A contingent fee means that if ye lose the case, the lawyer gits nothin'; if ye win, yer git nothin'."—Spare Moments.

The Kingston, Ont., Whig says that orders have been placed sufficient to keep the locomotive works at that city busy for 15 months.

MANITOBA MARKETS.

WINNIPEG, November 26, 1900.

THE volume of business remains about the same as last week, with no new features to report. There have been no advances in price of any kind during the week, but in general hardware there is a very firm feeling and a decided upward tendency.

In paints and oils a drop of 3c. is to be noted in linseed oil, which is the only change in this market. Business is quiet, as is usual at this time of year.

Price list for the week is as follows:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 95
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4.50 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin	35
Canada plate, 18 x 21 and 18 x 24	3 90
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 and 10 p.c.
Over 2 inch	45 p.c.
Rope, sisal, 7-16 and larger	8 3/4
" 3/4	9 1/4
" 1/2 and 5-16	9 3/4
Manila, 7-16 and larger	13
" 3/4	13 1/2
" 1/2 and 5-16	14
Solder	22
Cotton Rope, all sizes, lb.	17
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	75 and 10 p.c.
Round	70 p.c.
Flat " brass	70 p.c.
Round	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.

Rivets, iron	50 p.c.
Copper, No. 8	50c. lb.
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	5 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	6 75
Chilled	7 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	24 1/2 c.
Prime white American	23c.
Water white Canadian	21c.
Prime white Canadian	19c.

PAINTS, OILS AND GLASS

Turpentine, pure, in barrels	\$ 70
Less than barrel lots	75
Linseed oil, raw	90
Boiled	93
Lubricating oils, Eldorado castor	25 1/2
Eldorado engine	24 1/2
Atlantic red	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	per 50 ft. 2 50
41 to 50	5 50
51 to 60	6 00
61 to 70	per 100-ft. boxes 6 50
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	2 3/4
White lead, pure	per cwt. 7 25
No. 1	7 00
Prepared paints, pure liquid colors, according to shade and color	per gal. \$1.30 to \$1.90

A TRAVELER'S DEATH.

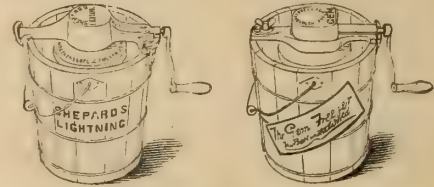
R. J. Galna, for many years traveler for The Parsons Produce Co., Winnipeg, and later with R. A. Rogers & Co., of that city, died of typhoid fever on Saturday night at the General Hospital. Mr. Galna was a well-known traveler, having been on the road for some 12 or 13 years, although at the time of his death he was only 35 years of age. He was a valued member of the N.W.C.T. Association.

QUOTING SPRING PRICES.

The sales of "Comet" brand of galvanized sheets are steadily increasing in Canada, and they are evidently giving every satisfaction. It is said that the prices quoted for spring are exceptionally low, and it may be that correspondence with Mr. Alexander Gibb, Montreal, would prove profitable to dealers.

TOY FREEZERS.

For the next month the merchant who can show the newest and most enticing toy is the one who finds large additions to the regular volume of his trade. For this season considerable interest will be centred in the articles which are represented by the accompanying cuts. These are small-



sized reproductions of this firm's "Lightning" and "Gem" ice cream freezers. Though they are toys they are complete in every detail, and ice cream can be made in them precisely the same as in larger freezers. Thus they serve not only as a toy for children, but are a great convenience when a small amount of ice cream is wanted in the sick room or for invalids.

When full the can contains about a pint. The pails are of cedar and varnished, with electric welded wire hoops. All the metal parts are handsomely tinned. The freezers are put up in a strong paper box, six in case.

BRITISH EXPORTS.

Apart from this enormous coal exportation, what is the most significant fact revealed by the October trade returns? It is this, and we are surprised it has not so far attracted attention. Taking only manufactured goods into consideration, the increase in exports for the first nine months of 1900 was £12,325,449, but in October, 1900, we exported £898,762 less value in manufactured good than in October, 1899. We repeat these figures in another form to emphasize their importance. The following table gives the figures for British exports of manufactured articles only:

January to September, 1900.	October, 1900.
Increase.	Decrease.
£12,325,449	£898,762

This is accentuated by the fact that October, 1899, contained one working day less than October, 1900. The increased activity in exports of manufactured articles evidenced by the early part of this year has not only slackened, therefore, but entirely disappeared and become succeeded by what looks uncommonly like a slump. The present month's figures will be influenced by diminished prices, and we shall look forward to their publication with particular interest.—Commercial Intelligence.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon



There is always a satisfaction in selling a good article in any line.

Disston's Files

LIKE

Disston's Saws

are the Standard, and there is nothing that will give you more satisfaction to sell.

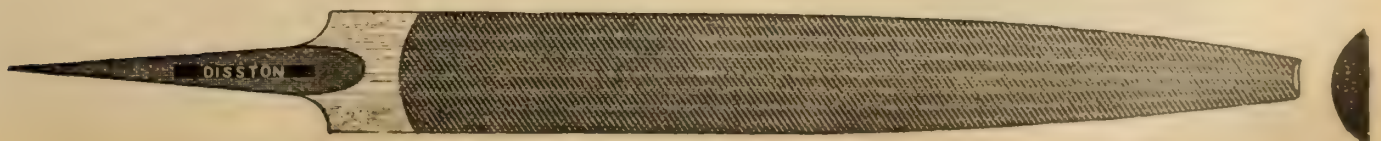
*all returned office
must see
8/12/10 paper*

Henry Disston & Sons

PHILADELPHIA, PA.

LEWIS BROS. & CO.,

Montreal.



HEATING AND PLUMBING

THE HERAEUS PROCESS OF WELDING ALUMINUM.

W C. HERAEUS, of Hanau on the Main, Germany, an experienced manufacturer of platinum ware, says *The Aluminum World*, has succeeded in welding aluminum without the use of any solder, flux or auxiliary of any kind. By its use the most complicated apparatus can be made in sheet aluminum, such as laboratory apparatus, distillation flasks, retorts, calorimeters, etc. A very complicated apparatus was made for making pure fluorine, after Professor Olszewski's designs. A few articles illustrative of the results obtained were shown at the Paris Exposition, and the joints were, in general, so well made that it was difficult to find them. The ability to weld together the ends of electrical wires will be important for the electrical industry.

Unfortunately, the description of the apparatus used and the manner of working is given very unsatisfactorily in the patentee's specifications, which deal mainly with describing the principles on which the process operates. Failing a more satisfactory description, we herewith append a translation of his French patent :

The inventor has discovered a process of uniting aluminum to aluminum without any brazing whatever ; all trace of the joint disappears, and it is impossible to recognize that the article is composed of several pieces.

The process is based on the observations, which had not previously been made, that aluminum becomes soft at a certain temperature, at which, by hammering, it can be joined to another piece heated to the same temperature in such manner as to give an absolutely homogeneous whole.

The result depends on maintaining this precise degree of heat ; for I have found in the course of my experiments that aluminum behaves quite differently from other metals—such as steel, for example, which welds only when it has almost reached its melting point. Aluminum, on the contrary, presents this peculiarity : That at a certain temperature, between its welding temperature and melting point, it appears to pass through a certain phase, during which it is so brittle as to fall to pieces at the least touch. There is no layer or skin of oxide formed on the metal at the welding temperature, so that the weld can be made without the use of brazing or any acid. Practice

alone enables one to judge when the proper temperature is reached, by the state of the metal.

The operations are as follows : After well cleaning the surfaces to be united, be scraping, the edges or ends are lapped over for 5 to 10 mm. (1/5 to 2/5 inch), according to the thickness of the metal ; then they are heated by means of a blowpipe. As soon as the metal has reached the degree of softness spoken of before the two pieces are hammered together, keeping up always most carefully and exactly proper temperature, until the pieces are intimately united. When cooled the piece will stand blows, shocks and variations of temperature of any kind without breaking at the joint.

By this process, for example, one can unite tubes so as to resist the same pressure as the whole tubes.

Any workman will say at once that there is no shape whatever that cannot be made in this way, and thus it is the means of making the most complicated apparatus.

Claim.—The process of uniting aluminum to aluminum by the following principle : The surfaces to be united are brought together to a temperature at which the metal commences to soften, but without forming the skin of oxide which hinders welding ; the said surfaces are then hammered or worked in any way until the joint has, so to speak, disappeared and the two surfaces form a solid body.

BUILDING PERMITS ISSUED.

Building permits have been issued in Toronto to the Grand Union Hotel, for a five-storey brick addition, to cost \$18,000 ; to John B. Smith & Sons, for a two-storey brick stable and lumber shed on Wellington avenue, to cost \$3,000 ; to John Kilgour, for a brick and rough-cast dwelling, 15 Bank street, to cost \$900 ; to A. Horton, for a two-storey brick residence on Rosedale road, near Crescent road, to cost \$7,500 ; to M. Rawlinson, for a three-storey brick warehouse on St. Joseph street, near St. Nicholas street, to cost \$7,000 ; to Ald. J. Crane, for a two-storey and attic semi-detached pair of houses on Spadina road, near Bernard avenue, to cost \$3,000 ; to Wm. Murray, for a pair of semi-detached residences on Howland avenue, near Lowther avenue, to cost \$10,000, and to the Toronto Plate Glass Co., for a four-storey brick addition to their warehouse on Victoria street, to cost \$12,000.

STOPPING LEAKS WITH PARAFFINE.

A CONTRIBUTOR to *The Metal Worker*, in an article on the poisoning of water by metallic salts, lately gave an interesting account of his treatment of a leaky lead tank with asphalt varnish which kept it tight for many years after its lead lining had seemed to be corroded beyond repair. Another clever and inexpensive expedient in the same line has come to our notice within a week, suggesting a treatment for metal surfaces which may be found useful under a great variety of circumstances. In this instance it was found that when a country house, which had been closed for the winter, was opened to prepare for the return of the family, there were two inconvenient leaks ; one in the main storage tank in the attic, and the other in a closet cistern. Time and expense being considerations, the owner's representative determined to correct these defects himself. He purchased five lb. of crude paraffine wax, melted it in a kettle and freely treated the inside of the leaky tanks. It did the business at once and promises to be permanent.

Paraffine is a very useful material in a great variety of purposes, but is very much less generally employed than it would be if its properties were better understood. It is insoluble in cold water and entirely non-volatile. Being what the chemists call a satisfied compound, it does not oxidize, and, humanly speaking, is unchangeable. It fills the pores of a metal better than any other known substance and remains there until liquified and expelled by heat. It closes the pores of iron so effectually that gas or air under high compression cannot be forced through it. A foundry near New York some time ago had a contract for a line of castings to be used in compressed air apparatus under specifications requiring that the castings should be tight under an air pressure of 100 lb.

To meet these requirements with cast iron was very much more difficult than had been supposed. Very few castings stood the test, and the contract threatened to be a source of loss and embarrassment until it was suggested that the castings be heated and immersed in hot paraffine. This corrected the trouble instantly, to the satisfaction of all interested. The same treatment has rendered malleable iron fittings permanently impervious to gas, which very few of them are as they leave the annealing kilns. In any kind of metal-working

industry paraffine has a very much greater range of usefulness than is generally understood, and some experiments with it would repay the mechanic who finds it advantageous to be ready for emergencies.

PLUMBING AND HEATING NOTES.

THE Welland, Ont., electric light plant, owned by C. J. Page, was destroyed by fire on Monday. The plant was running at the time, and, as there was no fire in the building except a small gas stove, it is supposed to have started from electric wires. The building was insured for \$5,000.

Abel Prevost, contractor, Ste. Genevieve, Que., has assigned.

Alfred Bourk, contractor, Greenwood, B.C., has removed to Spokane, Wash.

Charles Crook & Co., Vancouver, are asking for tenders for plumbing and wiring a six-roomed house.

J. H. Aime Blais, plumber and hardware dealer, Montreal and Ste. Anne de Bellevue, Que., has obtained an extension.

The plumbers and steamfitters of Montreal held their fourth annual social on Friday evening last in their hall at 662½ Craig St. The event was a great success.

The ratepayers of Woodstock, Ont., on Tuesday carried a by-law providing for the purchase and renewal of the present electric light plant in that city for \$30,000. Of this amount, \$14,000 is for the present building and \$16,000 for renewal of the plant. It is proposed to run the plant in connection with the waterworks, which are now owned by the city.

REPORT ON PLUMBING IN TORONTO

THE report of the plumbing and draining department of the Toronto health office, which was given out this week, shows that the past year has been a busy one in Toronto plumbing circles. The applications for inspection during that time numbered 7,507, and for the previous year 7,566. The inspections made numbered 10,641, and 10,323 the year before. Other statistics are: Notices mailed, 7,573; last year, 7,911; permits issued, 1,593; last year, 1,617. The increased number of inspections is probably to be accounted for by a growing interest of the public in house-plumbing and drainage, and to the filling up of many heretofore vacant houses. The permits issued were for 2,019 buildings, and the plumbing permits increased from 604 last year to 694 this, while the drainage and plumbing permits fell off from 335 to 473.

These figures appear more interesting when compared with those for 1897. Then the applications for inspections were less than

half the number this year, 3,671, and the year before that the number was only 2,728. The inspections made in 1897 numbered 4,791, not nearly half the number for this year, and the total number of permits issued that year was 789, also less than half the number this year. In 1898 the numbers were: Permits, 1,194; applications for inspection, 4,927; inspections, 5,597.

It is stated in the department that the character of the plumbing in Toronto is greatly improving, and that a great deal of the work now being done is doing over again the bad work done in the boom days, when the city had no plumbing by law, and property owners put in what they pleased.

SOME BUILDING NOTES.

James Byrnes is building a house in Trafford, Ont.

Parry Sound, Ont., Methodists intend building a new church.

John Donaghy intends building a store in Fordwich, Ont., next spring.

Wm. Ochring intends erecting a house in Chepstow, Ont., next spring.

The Ottawa Street Railway Co. intend erecting a new car barn, 210x50 ft., at the entrance to Rockcliffe Park.

The Owl's Head Hotel Co. has been organized. The company purposes building a new hotel at Owl's Head, Que.

Architect Storey, Kingston, Ont., is preparing plans for two frame houses with modern improvements on York street, below Division street, Kingston.

It is proposed to form a company—The Imperial Hotel Co., Limited—in Halifax for the purpose of erecting a large hotel on the Mason Hall block, Barrington street, Halifax.

PLUMBING AND HEATING NOTES.

Guest & Co., Toronto, have the contract for alterations to the plumbing and gas-fitting in Scott & Walmsely's offices, 32 Church street, Toronto.

MODEL 71 IVER JOHNSON.

The Iver Johnson people are offering a new model which is taking well with the trade. It is a special light roadster, known as Model 71. This machine has but 2-in. drop in the crank hanger, and is fitted regularly with 8 in. cranks. With the long cranks, large gears can be used with ease; 6½ or 7 in. cranks can be furnished if desired; 6, 7, 8 and 9 tooth rear sprockets and 22, 24 and 26-tooth sprockets permit wide range of gears, and the machine bids fair to be extremely popular with those who wish a light, fast road wheel.

IN CANADA

WHERE THE CLIMATIC
CONDITIONS ARE SEVERE,
THE PROPER PRESERVATIVE IS

WHITE LEAD--

CORRODED BY THE
"OLD DUTCH PROCESS"--
GROUND IN PURE, REFINED
LINSEED OIL.

THE GENUINE WHITE LEAD

MANUFACTURED BY

THE
**CANADA PAINT
COMPANY,**
**IS PURE
AND FREE**

FROM ALL GRITTY, EXTRANEIOUS
OR FRIABLE PARTICLES.
IT IS UNEQUALLED FOR--

**ECONOMY,
DENSITY,
BRILLIANCY,
COVERING
PROPERTIES** AND

**DURABILITY.
WHITE LEAD**

IS THE POPULAR COVERING
PIGMENT THE WORLD OVER!

THE
**CANADA
PAINT
COMPANY,**
LIMITED,
**MONTREAL
AND
TORONTO.**

ECLIPSE ...CLEANABLE... REFRIGERATOR

"A Meritorious Patented Specialty."

The only removable ice-chamber refrigerator in which the cold, dry air is conducted to the lowest point in the provision room, through a removable flue; thus creating a positive circulation.

The upward current of air through the provision chamber is so swift that moisture and odors are quickly forced to the ice, the proper condenser and purifier.

The interior is all metal, and all parts are accessible for cleaning.

Made in attractive, plain and ornamental finishes, neat and tasty in design and of excellent workmanship.

The Eclipse Cleansible has a larger ice-chamber than any other make in the world, and is a veritable sanitary or hygienic dry-air refrigerator.



Catalogue on Application.

ECLIPSE REFRIGERATOR WORKS
BURLINGTON, VERMONT.

COPP'S WARRIOR HEATER

For Coal or Wood.



IN the last two issues of this excellent trade journal, we have illustrated the external appearance of our wonderful heater. The cut here illustrated represents an internal view. No heater made in America will give the same heat on the same consumption of fuel as Copp's Warrior Heater.

Two Sizes:
Nos. 28 and 34.

Established 1860.

Incorporated 1895.

XMAS GOODS!



Handwritten: Delft teapots cut 100 pgs
DELFT TEAPOTS

... AND ...

TEAPOT STANDS.

ARTISTICALLY HAND PAINTED
WITH BRITANNIA METAL
TRIMMINGS.



NICKLE PLATED TEAPOTS, TEAKETTLES, COVERED ROASTERS, ETC.

The THOS. DAVIDSON MFG. CO., Limited,
MONTREAL.

Mattress and Broom Wire

**HIGH GRADE,
DOUBLE TINNED**

Uniform Size and Temper Guaranteed.

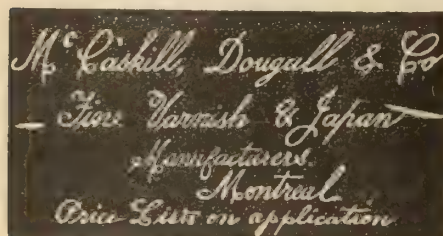
FINE ANNEALED

BRUSH AND MARKET WIRE,

**TINNED WIRE
OF ALL KINDS.**

Samples and quotations sent on application.

The Peerless Wire Co.
HAMILTON.



KNOX HENRY

Heavy Hardware and Metal Broker
Room 220 1/2 Board of Trade, MONTREAL.

TACKS, CUT NAILS, WIRE NAILS, HORSE SHOES, HORSE NAILS, SPIKES, BOLTS, NUTS, ETC.

SPECIALTIES — "C" Brand Horse Nails — Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co. Limited, Birmingham, Eng.

THE OAKVILLE BASKET CO.,

Manufacturers of
1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE
BASKET CO.



Hay Bale Wire!

Customers say our brand is the best they have used. Order sample coil on.

Chalcraft Screw Co., Limited, Brantford, Ont.

STANLEY RULE & LEVEL CO., NEW BRITAIN, CONN., U.S.A.

**IMPROVED CARPENTERS'
TOOLS**

**SOLD BY ALL HARDWARE
DEALERS.**

THE ... Waggoner Extension Ladder.



The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.

"DAISY" CHURN

Has tempered steel cased bicycle ball bearings, strongest, neatest and most convenient frame. Only two bolts to adjust in setting up Steel Bow Levers, suitable for either a standing or sitting posture. Has four wheels and adjustable feet to hold stand steady while churning. When churn is locked to stand the bow can be used as handles to move it about on the front wheels as handy as a baby carriage. Opens on both sides to centre, giving free space for pail. Made with wood or steel stands, with Cranks only, or Bow Levers as desired.

Valmar Perfect Washer

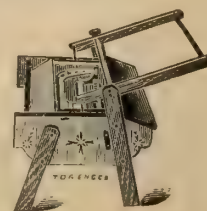
Has a most enviable record. A perfection of its kind—will wash more clothes in less time, better and easier with less wear and tear, than any other machine.

THE

Wortman & Ward Mfg. Co.,
Limited

LONDON, ONT.

Eastern Branch, 60 McGill Street, Montreal, Que.



*To Berger Bros see cut book
18/3/07 page 121*

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from
Canadian Office:

6 St. Sacrament St., MONTREAL

F. A. YORK, Manager.



For Dark Nights use

WRIGHT'S

Cold Blast Lanterns

THE BEST IN THE WORLD.

E. T. WRIGHT & CO.
HAMILTON, ONT.



'JARDINE'

TIRE UPSETTERS

WILL UPSET TIRES

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

BERGER'S GUTTER HANGERS

No. 12

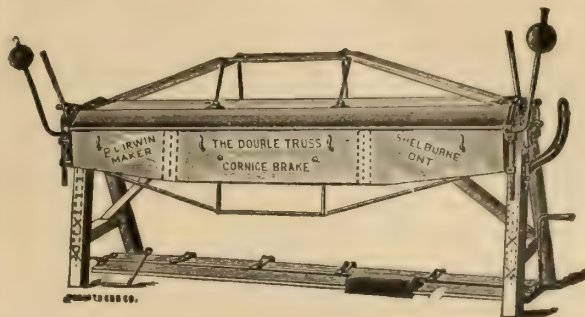


Are the most practical and
strongest of any made.

Many Styles to suit any shape of Eave.
Simple and Handy to put up.
Hinged Shanks made for any pitch of Roof.

SEND FOR CIRCULAR

BERGER BROS. CO., 231 & 237 Arch St., Philadelphia.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra
if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELburne, ONT.

The Latest and Best.

H. & R. Automatic Ejecting
Single Gun.

Model
1900.



Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.
Descriptive Catalogue on request.

STEVENS RIFLES

THE FAVORITE



is made in three calibres

22, 25 and 32 Rim Fire

and is the best low-priced rifle made Highest quality of work
Accuracy guaranteed. Weight, 4 1/2 lbs

No. 17, Plain Sights— List \$ 8.00
No. 18, Target Sights— " 11.50
No. 19, Lyman Sights— " 12.00

Send for our complete catalogue.

J. STEVENS ARMS & TOOL CO.

For Sale by All Leading Canadian Jobbers
At Trade Discounts.

P.O. Box 215, CHICOPEE FALLS,
MASS., U.S.A.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT

TWINE MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Shipping Ropes, Jute, Hemp and Flax Twines.

TWENTIETH ANNUAL CONVENTION OF THE SHERWIN-WILLIAMS CO.

THE Sherwin-Williams Co. held its 20th annual convention at Cleveland, November 19 to 24. It marked the close of the greatest year in the history of the company, and could not fail to be a great and successful affair itself. It was full of enthusiasm from beginning to end, and gave the salesmen a start for the new fiscal year that is bound to bring telling results and make big gains in the business.

These annual conventions are one of the striking features of The Sherwin-Williams method of conducting business. They are held in order that the management may consult with the traveling representatives of the company, discuss with them the plans for the ensuing year, review the work of the past year and take up other matters connected with the sale of The Sherwin-Williams paints and varnishes. They prepare the representatives for a more intelligent and effective campaign and give the management a broader view of the conditions of trade and a closer grasp of the situation than could be obtained in any other way. The conventions are by no means the least important factor in the splendid success of The Sherwin-Williams Co.

Every year has seen these conventions increase in value and size, and this year was no exception. There were 15 new traveling salesmen present, making a total of 35 additions in the last 18 months. Besides this practical encouragement to deepen the interest of the meeting, there was the record of the year's big gains, and the new buildings and plant that the company now has under way.

The daily sessions of the meeting were given over entirely to business. Tuesday, Wednesday and Thursday evenings, however, were filled with entertainment.

On Tuesday evening a smoker was given in the new club room of the company. There was a theatre party on Wednesday evening, followed by a supper at the Hollenden Hotel.

On Thursday evening the annual banquet was held, and proved itself, as always, the most notable feature of the week. At this banquet of some 400 covers, there were none but the company's Cleveland employes and the visiting salesmen and managers. It was a gathering typical of the close fellowship that has always existed in The Sherwin-Williams Co. between employer and employee.

A convention song is written for each year and sung at these gatherings. This

year it went to the good old tune of "Michael Roj," and ran as follows:

S. W. P.

I.

In Cleveland city is made a paint well known to widest fame,
All others try to imitate, but none are just the same;
It spreads and covers and shines and lasts the best on land or sea,
So come and join the chorus boys and shout the words with me.

CHORUS.

For O! For O! The whole world must agree
There is only one paint that will cover the earth,
And that's S. W. P.

II.

Uncle Sam and John Bull are expanding now and taking in the world,
And over many a distant clime our twin flags are unfurled,
But to the plains of Africa or the far off Philip P.
We'll follow to spread the name and fame of our S. W. P.

Chorus: For O! etc.

III.

And we are the boys that go out to win with loyal hearts and true,
We're after the biz. and the sure thing is we're bound to have it too.
We know the how, and we'll "DO IT NOW," until we all may see
The happy day when it's only play to sell S. W. P.
Chorus: For O! etc.

The souvenirs of the occasion were small chameleon scarf pins.

The traveling salesmen have all started out on their territories, better equipped than ever before to supply the wants of their customers. They carry a number of new lines of goods, and an attractive array of advertising that contains many new and effective features.

A SMOKE CONSUMER.

A CHICAGO engineer, named A. S. Cook, claims to have devised a scheme whereby the smoke nuisance can be overcome. The scheme, as described by a contemporary, is as follows: "The smoke is not discharged into the open air, but is drawn by means of a fan through a pipe of sufficient length to cool it. The pipe is connected either with another compartment in the same fire chamber, or, in the case of a battery of, say, three boilers, with fires under two of them, the pipe is conducted to the furnace under one boiler. Here it is caused to burn in a very ingenious manner. At a point in the pipe near the fan a spray of gasoline is forced by an air pressure of 60 lb. or more. A nozzle of the inventor's own design is used which separates the particles of the gasoline so thoroughly that the spray is vapor, not liquid. This vapor, mingling with the carbon forming the smoke, and also carrying oxygen from the air blown in with it, creates a highly inflammable mixture, which ignites readily in the fire chamber into which it is discharged, and there burns at a very high temperature and

with absolutely no smoke. The quantity of gasoline thus used is quite small, and the power needed for the air pressure is also extremely light for the service required, so that these two additional elements in the fuel question do not materially add to the cost of operation. The very great heat produced by the burning mixture of carbon, gasoline vapor and oxygen more than compensates for the expense thus incurred. No draft chimney is required, as the draft is entirely forced. A mere outlet to the top of the roof is all that is needed for an occasional escape of the products of combustion when necessary. Tests of this apparatus have been made in the presence of engineers and others practically connected with the utilization of fuel, and the opinion is universal that an absolutely new method of preventing smoke and increasing the efficiency of fuel has been devised."

SHIP PLATES FOR THE CLYDE.

A despatch from Philadelphia, says: "The British steamer Dunstan has cleared at the Customs house here for Glasgow and Greenock, with a cargo of steel plates, etc., valued at \$134,835.30, for the construction of vessels on the Clyde. Part of the material to be landed at Greenock is to be forwarded to Port Glasgow. Now at Richmond, being loaded with like cargoes for Great Britain, are the British steamer Hesleyside and the Dutch steamer Leonora. Recently the British steamer Richard Grenville took a cargo of steel from this port to England, and she is now bound here, it is announced, for another cargo of the same kind. Several other cargoes of steel have been shipped during the last few months from this port to ports in the United Kingdom."

CANADA AND THE IRON MARKET.

Within the next 12 months Canada will have entered the race against the Mother Country as a producer and exporter of iron and steel, and the vast works now nearing completion at Sydney, in Nova Scotia, are likely to give a good account of themselves, if, indeed, they do not produce the cheapest iron and steel in the world.—Iron and Coal Trades' Review.

FOUNDERS' OFFICERS.

At the annual meeting of the National Founders' Association held in New York, these officers were elected for the seventh district, which is Canada: John M. Taylor, Dominion Radiator Co., Toronto, Ont., chairman; Walter Laurie, Laurie Engine Co., Montreal, Que., vice chairman; C. H. Carrier, Carrier, Laine & Co., Levis, Que.; T. K. Blackwell, Canada Switch & Spring Co., Montreal, Que., and Geo. H. Tilden, Gurney-Tilden Co., Hamilton, Ont.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co., - **Galt, Ont.**

We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

CURRENT MARKET QUOTATIONS.

November 30, 1903.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 34 0 35

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box
I.C., usual sizes \$7 00
I.X. 8 50
I.X.X., " 10 00
Famous—
I.C. 7 50
I.X. 8 50
I.X.X. 9 50
Raven & Vulture Grades—
I.C., usual sizes 5 00
I.X. 6 00
I.X.X. 7 00
I.X.X.X., " 8 00
D.U., 12½x17 4 75
D.X. 5 50
D.X.X. 7 50

Coke Plates—Bright

Bessemer Steel—
I.C., usual sizes 4 50
I.C., special sizes, base... 4 50
20x28 8 75
Charcoal Plates—Terne
Dean or J. G. Grade—
I.C., 20x28, 112 sheets 8 75
I.X., Terne Tin 10 75
Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x58, 50 sheet bxs }
14x60 0 07 0 07½
14x65, " 0 07 0 07½

Tinned Sheets.

72x50 up to 24 gauge 0 08 0 08½
" 26 0 08½ 0 09
" 28 0 09 0 09½

Iron and Steel.

Common Bar, per 100 lbs 1 65 1 70
Refrined 2 15
Horse Shoe Iron 2 05
Hoop steel, 1½ to 3 in. base,
extras for smaller sizes 3 10
Sleigh Shoe Steel base 2 00
Tire Steel 2 00
Machinery iron finish 2 05
Steel, per lb 0 00 0 00
T. Fire & Case special cast steel, per lb. 2 31
Jesop's Tool Steel 0 13

Boiler Tubes.

1¼-inch 0 21½
2 " 0 13½
2½ " 0 16
3 " 0 17½

Steel Boiler Plate.

3-16 inch 2 25
¾ inch and thicker 2 25

Black Sheets.

18 gauge 3 14
20 " 3 10
22 to 24 " 3 20
26 " 3 30
28 " 3 40

Canada Plates.

All dull, 52 sheets 3 15
Half polished 3 25
All bright 3 85 4 00

Iron Pipe.

Black pipe—
¾ inch 3 10
1 " 3 10
1½ " 3 30
2 " 4 75
2½ " 6 50
3 " 7 70
4 " 10 70
Galvanized pipe—
2½-6 inch, discount 55 to 55 and 10 p.c.
¾ inch 4 65
1 " 5 15
1½ " 7 40
2 " 10 10
2½ " 12 15
3 " 16 25

Galvanized Sheets.

G.C. Comet. Amer. Head.
16 gauge 4 5 4 10
18 to 24 gauge 4 35 4 20 4 35 4 35
26 " 4 61 4 45 4 35 4 60
28 " 4 85 4 70 4 50 4 85
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb 7 50 8 00
" 1½ " 4 75 5 10
" 1 " 4 25 5 00
" ¾ " 4 00 4 25
" ½ " 3 75 4 00
" ¼ " 3 50 3 50
" 1/8 " 3 25 3 50

Copper.

Ingot 0 19 0 20
English B.S., ton lots 0 19 0 20
Lake Superior 0 19 0 20
Bolt or Bar 0 23½ 0 25
Cut lengths round, ½ to ¾ in. round and square
1 to 2 inches 0 23½ 0 25
Sheet.
Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 23 0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 23 0 23½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.
Tinned copper sheets 0 26
Planished 0 32
Braziers (In sheets.)
4x6 ft. 25 to 30 lbs. ea., per lb. 0 25½
" 35 to 45 " 0 24½
" 50-lb. and above, 0 23½
Boiler and T. K. Pitts.
Plain Tinned, per lb 0 28
Spun, per lb 0 32

Brass.

Rod and Sheet, 14 to 30 gauge, 15 per cent. Sheets, hard-rolled, 2x4 0 24 0 25
Tubing, base, per lb 0 24 0 25

Zinc Spelter

Foreign, per lb 0 06 0 06½
Domestic 0 06 0 06½

Zinc Sheet.

5 cwt. casks 6 75 7 00
Part casks 7 00 7 50

Lead.

Imported Pig, per lb 0 04½ 0 05
Bar, 1 lb 0 05½ 0 05½
Sheets, 2½ lbs. sq. ft., by roll 0 05½ 0 05½
Sheets, 3 to 6 lbs., 0 05½ 0 05½

NOTE.—Cut sheets ½ cent per lb. extra Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.

Common, \$8.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and bal., \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.

Discount, 60 and 10 per cent. on medium and extra heavy, and 60 per cent. on light.

Solder.

Per lb. Per lb.
Refined 0 20 0 20½
Wiping 0 19 0 19½

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 11 0 11½

White Lead.

Per cwt. 6 62½
Pure 6 25
No. 1 do 5 87½
No. 2 do 5 00
No. 3 do 5 12½
No. 4 do 7 12½
Munro's Select Flake White 6 87½
Elephant and Decorators' Pure 6 87½

Red Lead.

Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.

Elephant Snow White 0 09
Pure White Zinc 0 08
No. 1 0 06 0 07½
No. 2 0 05 0 06½

Dry White Lead.

Pure, casks 5 75
Pure, kegs 6 25
No. 1, casks 5 50
No. 1, kegs 0 00

Prepared Paints.

In ¼, ½ and 1 gallon tins.
Pure, per gallon 1 20
Second qualities, per gallon 1 00
Barn (in bbls.) 0 75 0 85
The Sherwin-Williams Paints 1 35
Canada Paint Co's Pure 1 20
Sanderson Peasey's Pure 1 20
Stewart & Wood's Champion Pure 1 20

Colors in Oil.

25 lb. tins, Standard Quality.
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls 1 35
Yellow Ochre (J.F.L.S.) bbls 2 75
Yellow Ochre (Royal) 1 10
Brussels Ochre (best) per cwt. 1 15
Venetian Red (best) per cwt. 1 80
English Oxides, per cwt. 3 00
American Oxides, per cwt. 3 25
Canadian Oxides, per cwt. 2 00
Super Magnetic Oxides, 93 p.c. 2 25
Burnt Sienna, pure, per lb. 0 10
Umber, 0 10
do Raw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03½

Ultramarine Blue in 28-lb boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb 0 07
Mortar Color, per 100 lb. 1 25
English Vermilion 0 80
Pure Indian Red, No. 45, lb. 0 80
Whiting, per 100 lb. 0 55

Blue Stone.

Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 08

Putty.

Bulk in bbls. 1 95
Bulk in less quantity 2 10
Bladders in bbls. 2 10
Bladders in kegs, boxes or loose 2 25
Bladders to 25-lb. tins 2 35
Bladders in 12½ lb. tins 2 60
Bladders in 1½ lb. kegs, less than 100 lb 2 80

Varnishes.

(In 5-gal. lots.) Per gal.
Carriage, No. 1 2 90 3 30
" body 8 00 9 00
" rubbing 4 00 5 00
Gold Size, Japan 3 00 3 40
Brown Japan 2 40 2 80
Elastic Oak 2 90 3 30
Furniture, extra 2 40 2 80
" No. 1 1 60 2 00
Hard Oil Finish 2 70 3 10
Light Oil Finish 3 20 3 60
Demar. 3 30 3 70
Shellac, white 4 40 4 80
" orange 4 00 4 40
Furniture Brown Japan 1 10 2 10
Black Japan 2 40 2 80
" No. 1 1 60 2 00



The Imperial Varnish & Color Co's, Limited
Elastilite Varnish
1 gal. can, each. \$2.00.
Granatine Floor Finish, per gal. \$2.00.
Maple Leaf Coach Enamels:
Size 1, 10c; Size 2, 35c; Size 3, 20c. each.

Linseed Oil.

Raw. Boiled.
1 to 4 bbls delivered \$0 84 \$0 85
5 to 9 bbls 81 84
Toronto, Hamilton, London and Guelph 2c. less.

Turpentine.

Single barrel, freight allowed 0 64
2 to 4 barrels 0 63

Castor Oil.

East India, in cases, per lb. 0 10 0 10½
" small lots 0 10½ 0 11

Cod Oil, Etc.

Cod Oil, per gal. 0 50 0 55
Pure Olive 1 20
Neatsfoot 90

Glue.

Common 0 08½ 0 09
French Medal 0 14 0 14½
Cabinet, sheet 0 12 0 13
White, extra 0 18 0 20
Gelatin 0 22 0 30
Strip 0 18 0 20
Coopers 0 19 0 20
Hutner 0 18

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND

EMERY

Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 percent.
Rim Fire Pistol, dia. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 percent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 percent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40 percent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 percent. Rival and Nitro, net list.
Brass-shot Shells, 55 percent.
Primers, Dom., 30 percent.

Wads.

Best thick white felt wadding, in 3/4-lb bags, per lb. 1 00
Best thick brown or grey felt wads, in 3/4-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, Per M
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Adzes.

Discount, 20 percent.

Anvils.

Per lb. 10 0 12 1/2
Anvil and Vise combined 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co.'s Vises, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 6 57 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33 1/3 percent. 5 50 6 00
Hunters' Axes 5 75 6 75
Boy's Axes 6 50 12 00
Splitting Axes 7 00 10 00
Handled Axes 7 00 10 00

Axle Grease.

Ordinary, per gross 5 75 6 00
Best quality, " 13 00 15 00

Bath Tubs.

Zinc 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim 1st quality 30 0
2nd 22 00

Anti-Friction Metal.

Tandem A per lb. 0 27
" B 0 21
" C 0 11 1/2
olia Anti-Friction Metal, per lb. 0 25

SYRACUSE SMELTING WORKS.

Aluminum, genuine 0 45
Dynamo 0 29
Special 0 25
Aluminum, 99 p. c. pure "Syracuse" 0 50

Bells.

Hand.
Brass, 60 percent.
Nickel, 55 percent.

Cow.
American make, discount 68 1/2 percent.
Canadian, discount 45 and 50 percent.
Door.
Gongs, Sargent's 5 50 8 00
" Peterboro', discount 45 percent.
Farm.
American, each 1 25 3 00
House.
American, per lb. 0 35 0 40
Bellows.
Hand, per doz. 3 35 4 75
Moulders', per doz. 7 50 10 00
Blacksmiths', discount 40 percent.

Beltling.

Extra, 50 and 10 percent.
Standard, 60 percent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.

Auger.
Gilmour's, discount 50 and 10 percent.
Rockford, 50 and 10 percent.
Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 percent.
Expansive.
Clark's, 40 percent.

Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell, per doz. 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind and Bed Staples.

All sizes, per lb. 0 07 1/2 0 12

Bolts and Nuts.

Carriage Bolts, full square, Norway 70
" full square 70
Machine Bolts, all sizes 65
Coach Screws 75
Sleigh Shoe Bolts 75
Blank Bolts 65
Bolt Ends 65
Nuts, square 4 1/2 c. off
Nuts, hexagon 4 1/2 c. off
Tire Bolts 67 1/2
Stove Bolts 67 1/2
Stove rods, per lb. 5 1/2 to 6 c.
Plough Bolts 80

Boot Calks.

Small and medium, ball, per M 4 25
Small heel, per M 4 50

Bright Wire Goods.

Discount 55 percent.

Broilers.

Light, dis. 65 to 67 1/2 percent.
Reversible, dis. 65 to 67 1/2 percent.
Vegetable, per doz., dis. 37 1/2 percent.
Henis, No. 8 6 00
Henis, No. 9 7 00
Queen City 7 50 0 00

Butchers' Cleavers.

German, per doz. 6 00 11 00
American, per doz. 12 00 20 00

Building Paper, Etc.

Plain building, per roll 0 30
Tarred lining, per roll 0 40
Tarred roofing, per 100 lb. 1 60
Coal Tar, per barrel 3 50
Pitch, per 100-lb. 0 80
Carpet felt, per ton 45 10

Rail Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list

Cast Iron.

Loose Pin, dis. 6 1/2 percent.

Wrought Steel.

Fast Joint, dis. 60 and 10 percent.

Loose Pin, dis. 60 and 10 percent.

Berlin Bronzed, dis. 70, 70 and 5 percent.

Gen. Bronzed, per pair 0 40 0 65

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullard's, per doz. 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 percent.

Plate, dis. 52 1/2 to 57 1/2 percent.

Cattle Leaders.

Nos. 31 and 32, per gross 50 9 50

Cement.

Canadian Portland 2 80 3 00
English 3 00
Belgian 2 75 3 00
Canadian hydraulic 1 25 1 50

Chalk.

Carpenters, Colored, per gross 0 45 0 75
White lump, per cwt. 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 percent.
Warnock's, dis. 70 percent.
P. S. & W. Extra 60 and 5 p. c.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, \$8
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days

Clips.

Axle dis. 65 percent.

Closets.

Plain Ontario Syphon Jet \$8 00
Emb. Ontario Syphon Jet 8 50
Fittings 1 00
Plain Teutonic Syphon Washout 4 75
Emb. Teutonic Syphon Washout 5 25
Fittings 1 00
Plain Richelieu 4 75
Emb. Richelieu 5 00
Fittings 1 25
Closet connection 1 25
Basins, round, 14 in. 0 65
" oval, 17 x 14 in. 1 55
" 19 x 15 in. 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 percent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 percent.

Crosscut Saw Handles.

S. & D., No. 3, per pair 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern " 20

Door Springs.

Torrey's Rod, per doz. (15 p. c.) 2 00
Coil, per doz. 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 percent.

Carpenters, dis. 70 percent.

Drills.

Hand and Breast.

Miller's Falls, per doz. net list.

DRILL BITS.

Morse, is. 37 1/2 to 40 percent.

Standard dis. 50 and 5 to 55 percent.

Faucets.

Common, cork-lined, dis. 35 percent.

ELBOWS. (Stovepipe.)

No. 1, per doz. 1 80

No. 2, per doz. 1 60

Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 45 percent.

ESCUTCHEON PINS.

Iron, discount 40 percent.

FACTORY MILK CANS.

Discount off revised list, 40 percent.

FILES.

Black Diamond, 50 and 10 to 60 percent.

Kearney & Frote, 60 and 10 p. c. to 60, 10, 10.

Nicholson File Co., 50 and 10 to 60 percent.

Jowitt's, English list, 25 to 27 1/2 percent.

Hay, manure, etc., dis. 50 and 10 percent

revised list.

GLASS—Window—Box Price.

Size	Per	Per	Per	Per	Per
Inches.	50 ft.	100 ft.	50 ft.	100 ft.	100 ft.
Under 26.....	2 10	4 00	.....	6 70	.....
26 to 40.....	2 30	4 35	.....	6 65	.....
41 to 50.....	4 75	.....	7 25	.....	.....
51 to 60.....	5 00	.....	8 50	.....	.....
61 to 70.....	5 35	.....	9 25	.....	.....
71 to 85.....	5 75	.....	10 50	.....	.....
86 to 90.....	6 50	.....	11 75	.....	.....
91 to 95.....	.....	.....	14 00	.....	.....
96 to 100.....	.....	.....	15 50	.....	.....
.....	.....	.....	18 00	.....	.....

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 percent.
Wire Gauges.
Winn's, Nos. 26 to 33, each... 1 65 2 40

HALTERS.

Rope, 3/8 per gross
" 5/8 to 3/4 9 00
Leather, 1 in., per doz. 3 87 1/2 4 00
Web, — per doz. 5 15 5 20
" 1 1/2 in. 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 percent. Can. dis.
25 to 27 1/2 percent.

Tack.

Magnetic, per doz. 1 10 1 20

Sledge.

Canadian, per lb. 0 07 1/2 0 08 1/2

Ball Pean.

English and Can., per lb. 0 22 0 25

HANDLES.

Axe, per doz., net 1 50 2 00

Store door, per doz. 1 00 1 50

For.

C. & B., dis. 40 percent. rev. list.

Hoe.

C. & B., dis. 40 percent. rev. list.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 40 percent.

Cross-Cut Saws.

Canadian, per pair 0 13 1/2

HANGERS.

doz. pairs

Steel barn door 5 85 6 00

Stearns, 4 inch 5 00

" 5 inch 6 50

Lane's covered—

No. 11, 5-ft. run 8 40

No. 11 1/2, 10-ft. run 10 80

No. 12, 10-ft. run 12 60

No. 14, 15-ft. run 21 00

Lane's O.N.T. track, per foot. 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 percent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 percent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 percent

Heavy T and strap, 4-in., per lb. 0 08 1/2

" 5-in. 0 06 1/2

" 6-in. 0 06

" 8-in. 0 05 1/2

" 10-in. 0 05 1/2

Light T and strap, dis. 60 and 5 percent.

Screw hook and hinge—

6 to 12 in., per 100 lbs. 4 50

14 in. up, per 100 lbs. 3 50

Per gro. pair

Spring 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.

Planter, per doz. 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 percent.

HOOKS.

Cast Iron.

Fird Cage, per doz. 0 50 1 10

Clothes Line, per doz. 0 27 0 63

Harness, per doz. 0 72 0 88

Hat and Coat, per gross 1 00 3 00

Chandelier, per doz. 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis.
47 1/2 percent.

Wire.

Hat and Coat, discount 45 percent.

Belt, per 1,000 0 60

Screw, bright, dis. 55 percent.

MALEHAM & YEOMANS,

SHEFFIELD,
ENGLAND.



Highest Award.

Manufacturers of

Table Cutlery, Razors,
Scissors, Butcher Knives
and Steels, Palette and
Putty Knives.



SPECIALTY: Cases of Carvers and
Cabinets of Cutlery.

F. H. SCOTT, 360 Temple Building, MONTREAL.

HORSESHOES.			NAIL PULLERS.			Copper.			SCREW DRIVERS.		
F.O.B. Montreal.			German and American.....			30 "			Sargent's, per doz.....		
No. 2 and No. 1.			NAIL SETS			35 "			0 65 1 00		
Iron Shoes.			Square, round, and octagon,			40 "			SCREWS		
Light, medium, and heavy.			per gross.....			Discount off Copper Boilers 10 per cent.			Wood, F. H., iron, and steel, 80 p.		
Snow shoes.....			Diamond.....			RAKES.			Wood R. H., " dia. 75 p.c.		
Steel Shoes.			NETTING.			Cast steel and malleable Canadian list			F. H., brass, dia. 75 p.c.		
Light.....			Poultry, 50 per cent. for McMullen's.			50 and 10 p.c. revised list.			Wood, R. H., " dia. 67½ p.c.		
Featherweight (all sizes).....			OAKUM.			Wood, 25 per cent.			F. H., bronze, dia. 67½ p.c.		
F.O.B. Toronto, Hamilton, London and			Per 100 lb.			RASPS AND HORSE RASPS.			R. H. 62½ p.c.		
Guelph, 10c. per keg additional.			Nav. 500.....			New Nicholson horse rasp, discount 60 p.c.			Drive Screws, 80 per cent.		
Toe weight steel shoes.....			U.S. Navy.....			Globe File Co.'s rasps, 60 and 10 to 70 p.c.			Bench, wood, per doz.....		
JAPANNED WARE.			6 00			Heller's Horse rasps, 50 to 50 and 5 p.c.			Iron,.....		
Discount, 45 and 5 per cent. off list, June			7 25			RAZORS.			Per doz, net.....		
1899.			OIL.			Geo. Butler & Co.'s.....			SCYTHES.		
ICE PICKS.			Water White (U.S.).....			per doz.			Per doz, net.....		
Star per doz.....			Prime White (U.S.).....			Boker's.....			SCYTHE SNATHS.		
KETTLES.			Prime White (Can.).....			Wade & Butcher's.....			Canadian, dia. 45 p.c.		
Brass spun, 7½ p.c. dis. off new list.			Prime White (Can.).....			Theile & Quack's.....			SHEARS		
Copper, per lb.....			0 15			Elliot's.....			Bailey Cutlery Co., full nickled, dia. 60 p.c.		
American, 60 and 10 to 65 and 5 p.c.			0 14			REAPING HOOKS.			Seymour's, dia. 50 and 10 p.c.		
KEYS.			OILERS.			Discount, 50 and 10 per cent.			SHOVELS AND SPADES		
Lock, Can., dia., 45 p.c.			McClary's Model galvan. oil			Discount.....			Canadian, dia. 40 and 5 per cent.		
Cabinet, trunk, and padlock,			can. with pump, 5 gal.			40 per cent.			SINKS.		
Am. per gross.....			per doz.....			40 per cent.			Steel and galvanized, discount 45 per cent.		
KNOBS.			Zinc and tin, dia. 50, 50 and 10.			RIVETS AND BURS.			SNAPS.		
Door japanned and N.P., per			Copper, per doz.....			Iron Rivets, discount 60 and 10 per cent.			Harness, German, dia. 25 p.c.		
doz.....			1 25 3 50			Iron Burs, discount 65 per cent.			Lock, Andrews'.....		
Bronze, Berlin, per doz.....			1 50 2 50			Black and Tinned Rivets, 60 p.c.			4 50 11 50		
Bronze Genuine, per doz.....			2 75 3 25			Extras on Iron Rivets in 1-lb. cartons, ½ c			SOLDERING IRONS.		
Shutter, porcelain, F. & L.			6 00 9 00			per lb.			1, 1½ lb., per lb.....		
screw, per gross.....			1 30 4 00			Extras on Tinned or Coppered Rivets			2 lb. or over, per lb.....		
White door knobs—per doz.			1 25			½-lb. cartons, 1c. per lb.			SQUARES.		
HAY KNIVES.			PICKS.			Terms, 4 mos. or 3 per cent. cash 30 days.			Iron, No 493, per doz.....		
Discount, 50 and 10 per cent.			P r doz.....			RIVET SETS.			Mo. 494,.....		
LAMP WICKS.			6 00 9 00			Canadian, dia. 35 37½ per cent.			Mo. 495,.....		
Discount, 60 per cent.			PICTURE NAILS.			ROPE, ETC.			Steel, dia. 50 and 5 to 50 and 10 p.c., rev. list		
LANTERNS.			Porcelain head, per gross.....			7-16 in. and larger, per lb.			Try and bevel, dia. 50 to 52½ p.c.		
Cold blast, per doz.....			1 75 3 00			Sisal.			STAMPED WARE.		
No. 3 "Wright's".....			0 40 1 00			Manila.			Plain, dia. .75 and 12½ p.c. off revised list.		
Ordinary, with O burner.....			PICTURE WIRE.			15½			Retinned, dia. .75 p.c. off revised list.		
Dashboard, cold blast.....			Tin and gilt, discount 75 p.c.			8½			STAPLES.		
No. 0.....			American dia. 50.			9½			Galvanized.....		
Japanning, 50c. per doz. extra.			Wood, bench, Canadian dia. 50 per cent.			Cotton, 3-16 inch and larger			0 00 0 00		
LEMON SQUEEZERS.			Wood, fancy Canadian or American, 37½			5-32 inch.....			Coupers, discount 45 per cent.		
Porcelain lined,.....			to 40 per cent.			1 inch.....			Poultry netting staples, 50 per cent.		
Galvanized.....			PLANE IRONS.			Russia Deep Sea.....			STOCKS AND DIES.		
King, wood.....			English, per doz.....			Jute.....			American dia. 25 p.c.		
King, glass.....			Button's Genuine per doz pairs, dia. 37½			Lath Yarn.....			Washita.....		
All glass.....			40 p.c.			New Zealand Rope.....			Hindustan.....		
LINES.			Hutton's Imitation, per doz..			RULES.			slip.....		
Fish, per gross.....			German, per doz.....			Boxwood, dia. 75 and 10 p.c.			Labrador.....		
Chalk.....			0 60 2 60			Ivory, dia. 37½ to 40 p.c.			Axe.....		
LOCKS.			PLUMBERS' BRASS GOODS.			SAD IRONS.			Turkey.....		
Canadian, dia. 45 p.c.			Impression work, discount, 60 per cent.			Mrs. Potts, No. 55, polished.....			Arkansas.....		
Russell & Erwin, per doz....			Fuller's work, discount 65 per cent.			No. 50, nickel-plated.....			Water-of-Ayr.....		
Cabinet.....			Rough stops and stop and waste cocks, dis-			SAND AND EMERY PAPER.			Seythe, per gross.....		
Eagle, dia. 30 p.c.			count, 60 per cent.			Dominion Flint Paper, 47½ per cent.			Grind, per ton.....		
English and Am., per doz....			Jenkins' disk globe and angle valves, dis-			B & A. sand, 40 and 2½ per cent.			15 00 18 00		
Scandinavian,.....			count, 55 per cent.			Emery, 40 per cent.			STONE.		
Eagle, dia. 20 to 25 p.c.			Standard valves, discount, 60 per per cent.			SAP SPOUTS.			Per lb.		
MACHINE SCREWS.			Jenkins' radiator valves discount 55 per cent.			Bronzed iron with hooks, per doz...			0 28 0 60		
Iron and Brass.			Quick opening valves, discount, 60 p.c.			SAWS.			Hindustan.....		
Flat head, discount 25 p.c.			No. 1 compression bath cock.....			Hand, Disston's, dia. 12½ p.c.			0 06 0 47		
Round Head, discount 20 p.c.			No. 4.....			S. & D., 40 per cent.			slip.....		
MALLETS.			No. 7, Fuller's.....			Crosscut, Disston's, per ft....			0 09 0 09		
Tinsmith's, per doz.....			No. 4½, ".....			S. & D., dia. 35 p.c. on Nos. 2 and 3.			Labrador.....		
Coppers', hickory, per doz.			2 50 3 00			Hack, complete, each.....			0 13		
Lumber, per doz.....			2 45 2 95			frame only.....			0 15		
Caulking, each.....			60 2 00			SASH WEIGHTS.			Turkey.....		
MATTOCKS.			Velox Smokeless Shotgun Powder.			Per lb.....			0 50		
Canadian, per doz.....			100 lb. or less.....			Solid,.....			0 15		
MEAT CUTTERS.			1,000 lb. or more.....			SASH CORD.			0 23 0 30		
Discount, 25 per cent.			Net 31 days.			Per lb.....			0 30		
MILK CAN TRIMMINGS			PRESSED SPIKES.			SAW SETS.			" Lincoln," per doz.....		
Discount, 25 per cent.			Discount, 25 per cent.			Per lb.....			6 50		
NAILS.			PULLEYS.			SALES			B. S. & M. Scales, 45 p.c.		
Quotations are:			Hothouse, per doz.....			Fairbanks Standard, 35 p.c.			Champion, 65 per cent.		
2d. and 3d.....			Axle.....			Dominion, 55 p.c.			Richelieu, 55 p.c.		
3d.....			Screw.....			Chatillon Spring Balances, 10 p.c.			Zinc tacks.....		
4 and 5d.....			Awning.....			Saddlers, per doz.....			Leather carpet tacks.....		
6 and 7d.....			Canadian cistern.....			Conductors, " per doz.....			Copper tacks.....		
8 and 9d.....			Canadian pitcher spout.....			Tinners' solid, per set.....			Copper nails.....		
10 and 12d.....			1 80 3 60			" hollow, per inch.....			52		
16 and 20d.....			1 40 2 10			RANGE BOILERS					
30, 40, 50 and 60d. (base). ..			Saddlers, per doz.....			35 300.....					
Galvanizing 20, per lb. net extra.			1 00 1 85			40 300.....					
Steel Cut Nail 10c. extra.			Conductors, " per doz.....			35 300.....					
Miscellaneous wire nails, dia. 70 per cent.			1 00 15 00			40 300.....					
Coopers' nails, dia. 30 per cent.			Tinners' solid, per set.....			40 300.....					
Flour barrel nails, dia. 25 per cent.			0 00 0 72			40 300.....					

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Chair nails	35
Cigar box nails	35
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Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid beads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
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Chesterman's each	0 90 2 85
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Disston's discount 10 per cent.	
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S. & D., discount 35 per cent.	

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Wrapping, cotton, per lb	0 22
Wrapping, mottled, per pack	0 50
Wrapping cotton, 3-ply	0 20
" 4-ply	0 26
Mattress, per lb	0 33
Staging, "	0 27
Broom, "	0 30

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Bench, parallel, each	2 00 4 50
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Pipe, each	5 50 9 00
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Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.	
Smooth Steel Wire, base, \$2.80 per 100 lb. List of extras: Nos. 2 to 5, p.d.	

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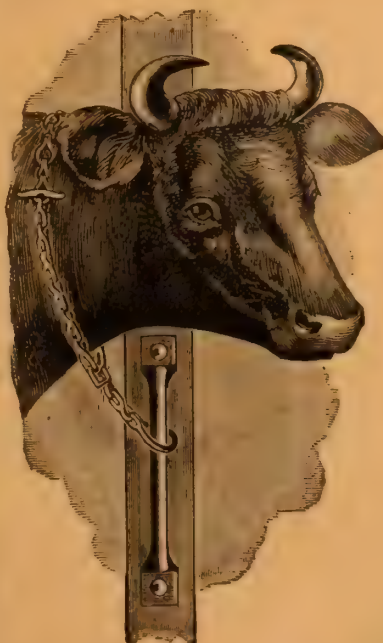
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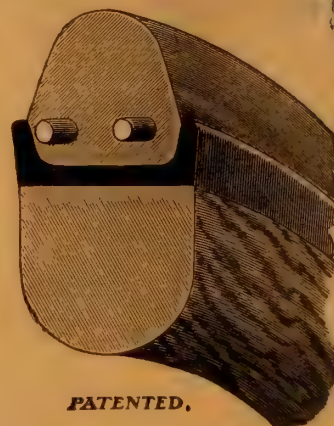
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VOL. XII.

MONTREAL AND TORONTO, DECEMBER 8, 1900.

NO. 49

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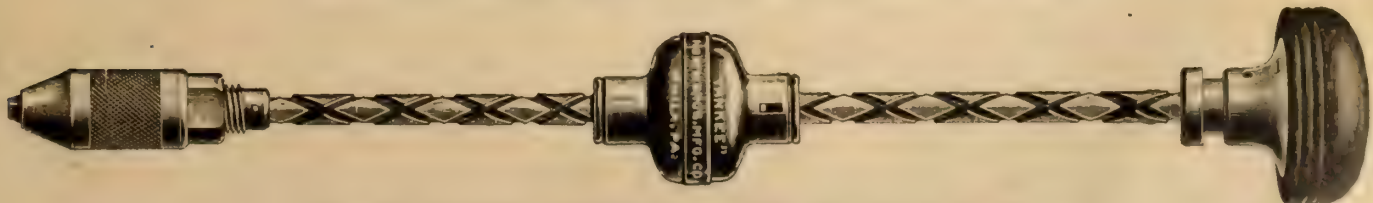
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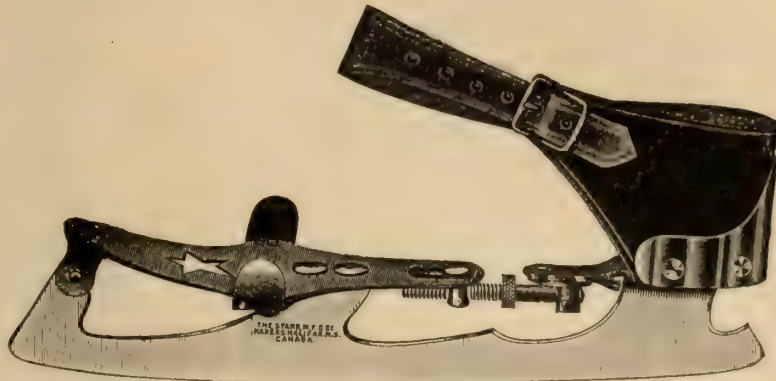
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A moderate-priced heater of splendid power—that burns any kind of fuel, hard or soft coal, slack, lignite, coke, or wood.

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The Hot Blast attachment provides for the consumption of all the gases and products of combustion, even when soft coal is used—we guarantee it—thus causing a remarkable saving in fuel.

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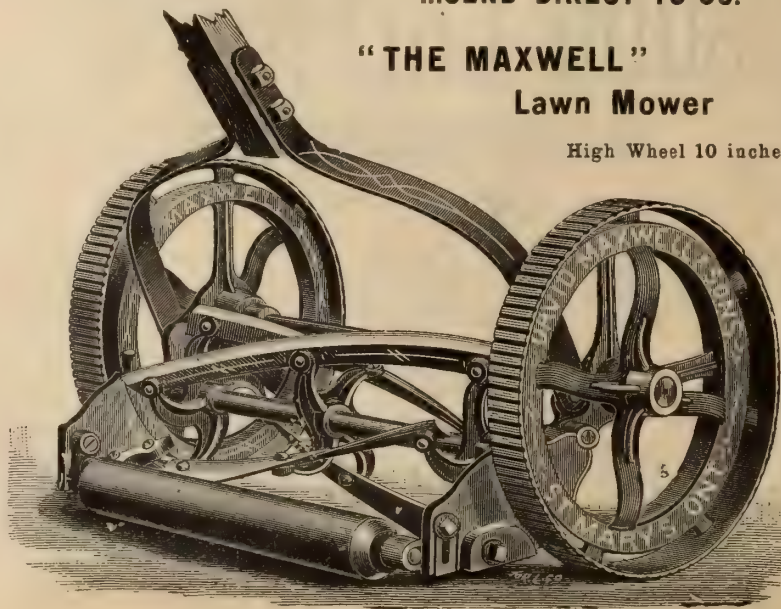
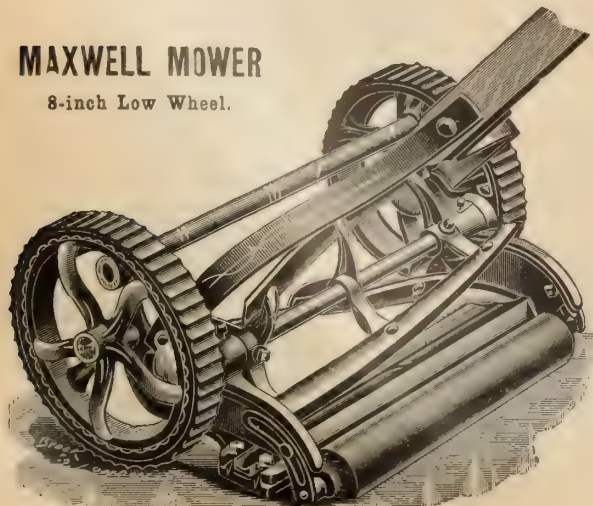
"THE MAXWELL"

Lawn Mower

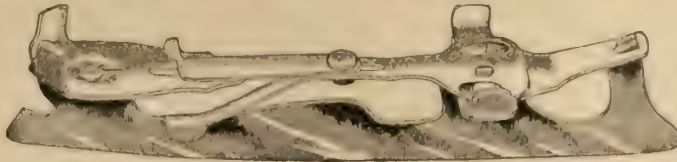
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MAXWELL MOWER

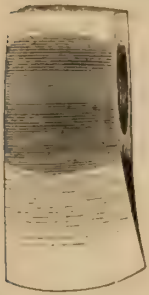
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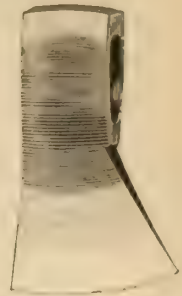
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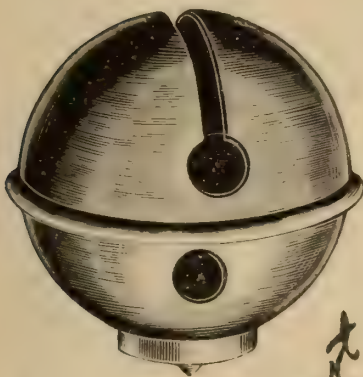
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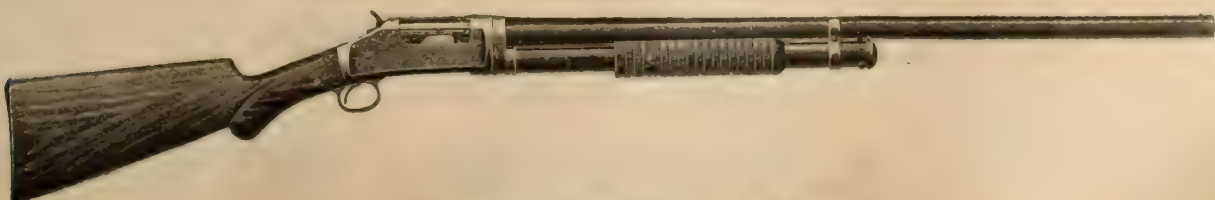
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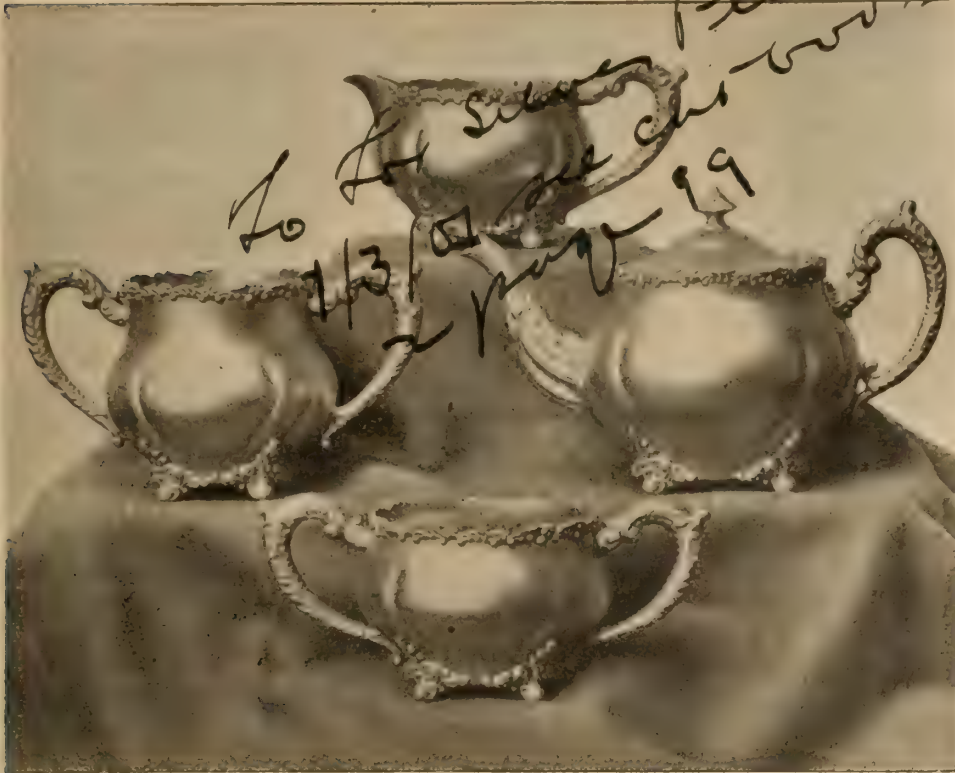
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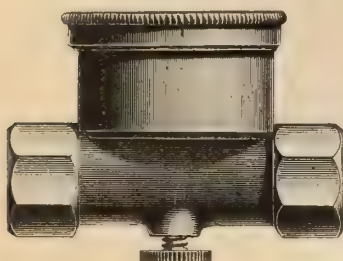
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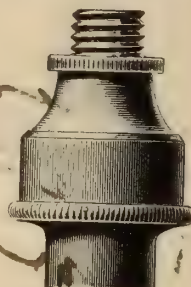
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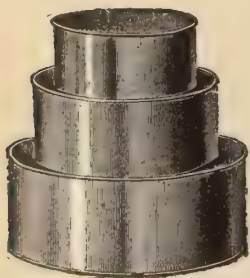
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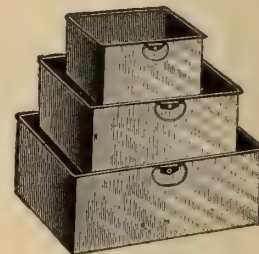
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PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

AN UNWARRANTED WEAKNESS.

A FALSE alarm was sounded in the Canadian linseed oil market ten days ago. The whole oil community was immediately set in a state of unrest, and, although as yet no real blazing fire has been discovered, peace and quietude have not been restored.

The cause of the disturbance was the fact that a broker sent out cards to the different merchants throughout the country offering linseed oil for May shipment at 15c. per gal. below the current values. The retailer who had bought his oil immediately concluded that he had been charged an exorbitant price for it, his cry rent the air, the jobber immediately decided that the

market had gone to pieces, he joined in, and so the alarm was sounded.

As one takes a sober view of the market, one cannot but think that, instead of the tone of the market being easy, it should be steady. The Canadian crushers have not altered their quotations and the English market, which is supposed to govern values in Canada, remains firm for immediate delivery.

There is no reason why prices should decline before April, for seed is scarce and high, and there are no further supplies forthcoming till the Argentine Republic sends out her River Platte seed. If the weather conditions between now and then prove favorable, this crop will be large. Speculating on a full yield, crushers of linseed oil are taking the risk of quoting low prices for future contracts for delivery in May.

But this should not affect the market as it is at present constituted, for stocks will be short till this low-priced supply comes in. As one manufacturer was heard to put it, "This reducing prices is like telling the horse to live and he will get grass." High prices must continue during the first three months of the year.

The weakness is causing a disturbance in another direction. The paint-mixers have been advancing prices of mixed paints lately, but now that linseed oil is declining, the customers are claiming that prices should come down again. But, of course, this is unreasonable. The manufacturers have laid in stocks of oil at high prices; they cannot get cheap oil till May; they must make up a large percentage of the paints required for next season before the season opens, so they must use immense quantities of oil bought at high prices.

CONFERENCES WITH TRAVELERS.

A COMMERCIAL TRAVELER writes asking us to urge manufacturers and wholesale houses to arrange annual conferences with their traveling salesmen. We accept the suggestion without reserve.

While the wholesaler or the manufacturer is the commander-in-chief he is at home in the warehouse. The operations in the field are conducted by his traveling staff. Consequently the members of the latter are in the better position to know the requirements of their customers and the business methods they like or dislike.

The principal of the firm gets some kind of a report from his travelers nearly every time they are in the house, but the report is hurriedly delivered and hurriedly received. The rush of business precludes it being much else.

What is wanted is a calm, thoughtful conference for which preparation has been made.

The best time for such a conference is, of course, during the quiet seasons. Around the Christmas holiday season is a good time in many branches of the trade, and most of the houses that have adopted the principle call a conference of their travelers then.

These annual conferences are increasing in popularity, but the number of manufacturers and wholesalers who do not hold them is greater than that of the number that do. HARDWARE AND METAL would, therefore, urge those who do not, to fall into line and set apart one or more days for a conference with their travelers where papers may be read or addresses delivered on such subjects as shall be conceived to be of importance to the business of the firm.

FIXING THE RETAIL PRICE OF HARDWARE.

THE Montreal retail hardware merchants have conceived the notion of an ideal business community, and they are now trying to realize their ideal.

AS HARDWARE AND METAL recently reported, Secretary Magnan is writing to the manufacturers requesting them to set prices at which the retailers shall sell, just as they have been determining prices at which the wholesalers shall sell.

They wish prices to be fixed so that the three classes of merchants, through whose hands hardware goods pass, shall make a living profit.

If this happy condition of affairs ruled, and if the members of the various organizations would overcome their jealousy and dampen their ardour enough to keep their promises in regard to what selling prices they should use, everything would be harmonious. Each party in the turnover would know just what his profit was and would feel sure that he was not being undersold.

But there are difficulties to be overcome before all this will come to pass. Apparently its adoption is simplicity itself, but practically it is a most difficult plan to carry out. There are several conditions essential to its successful operation. First, that manufacturers should sell to wholesalers only at their lowest price; secondly, that wholesalers should sell only to retail merchants, and not to consumers; thirdly, that all retailers accept the plan, and, fourthly, that, when once adopted, none of the parties to the agreement should break it.

How do present circumstances satisfy these conditions? Unfortunately, business must needs be revolutionized to meet these desiderata. There are several retailers, chiefly in the cities, who, for one reason or another—perhaps because they have been in business a long time, perhaps because they are large retailers—buy direct from the manufacturers. We do not know that the manufacturers are eager to increase the number of retailers on their books. The wholesalers have naturally been using their persuasive powers in an attempt to induce them to cease this trade. But business men do want to sell goods.

If the retailers come to the wholesalers and ask them for their assistance in the

endeavor to have the manufacturers fix prices, they will naturally be met with the rejoinder, "Buy only from us and we shall give you our aid." And there is reason in the argument. The large retailers who buy from the manufacturers will not accept this because, in many cases, they buy as cheaply as the wholesalers themselves. This difficulty may be overcome by the adoption of a gradation price for large quantities, whereby the large dealer will still obtain some merited advantage.

Some manufacturers, chiefly the paint manufacturers, overcome this difficulty at the present moment by giving the jobbers an extra discount, which the retailers do not receive. In cases such as this, the manufacturers would probably assist the retailers as much as they could, although we have not been assured that they would go so far as to agree to refuse to sell goods to a man who cuts prices. They have, at times, done this before now, but, in most cases where trouble has arisen, they have not resorted to such arbitrary procedure, but have simply used their "influence." No doubt the hardware association, as a corporate body, could do much to increase this exercise of "influence." Where the manufacturer comes into contact with the retailer, it should be to his advantage to see that prices are not cut and that the goods are sold at a fair profit, for then he is surer that his drafts will always be accepted.

If an agreement such as this were come to, the association would have to draw up a list of prices, have it approved of by the manufacturers, and then have the executive officers report cuts to the manufacturers, who would judge each case on its merits. A considerate body of manufacturers would surely assist their selling agents to this extent at least, and much could be done to alleviate the distress now caused by excessive competition. If the goods came from the wholesalers, then it should be their duty to step in.

Such a mode of action would remove the necessity of having the third and fourth conditions followed out to the letter; whether or not a merchant was in the association, and accepted the prices as his, the manufacturers could remonstrate with

him and take action if necessary; there would be no need of the fourth condition, for there would be no signed agreement.

In regard to wholesalers selling retail, this is a practice that ought to be discontinued. With certain firms it has been gaining ground of late, and, although the conditions in Montreal are not nearly so bad as in the large American centres, there are some grievances along this line which remain to be removed. It must be said to the credit of the majority of the jobbing houses, that they refuse to sell retail and that they have large cards hung prominently about their warehouses. "No Goods Sold Retail."

What action the wholesalers and manufacturers shall take upon the receipt of Secretary Magnan's letter is as yet only problematical, but we make the above remarks upon the weight of some statements we have heard this week. Certain it is that the suggestion of the Montreal Retail Hardware Association will lead to a thorough discussion of the the existing relations between the three business classes; and it is to be hoped with results beneficial to all.

THE SMOKE-CONSUMING QUESTION

AT a joint meeting of the manufacturers' section of the Toronto Board of Trade and the executive committee of the Manufacturers' Association, it was decided that no objection would be made to a by-law making the use of a smoke-consumer compulsory if an appliance which would prove satisfactory were provided.

The decision was a wise one. The smoke which comes from the factory chimney in clouds is a nuisance, undoubtedly, and should be countenanced no longer than is necessary. But it does not follow, because this is a fact so well recognized, that a coterie of aldermen should decree that manufacturers must put in smoke-consumers without first ascertaining whether efficient consumers are obtainable.

If the use of consumers is to be made compulsory the least the city council can do is to learn what consumers, if any, are efficient and to specify them.

THE MANUFACTURER, JOBBER AND MERCHANT.*

By John Bindley.

GREAT diversity of opinion exists among merchants, and even among manufacturers, as to the manufacturer's duty and interest in the protection of such prices as may be placed upon the wares of his production, many holding religiously to the view that when a manufacturer places a price upon his product with a proper differential allowed the distributor to cover his service, risks and proper return of his investment, he, the manufacturer, has

COMPLETED HIS FULL DUTY,

and that no further protection is necessary, requisite or desirable. Others contend that the manufacturer has a higher interest in the goods he manufactures and should protect prices on same, because, until they reach the hands of the consumer, he cannot afford to lose his concern in them, on account of their sure deterioration. Now which method is correct, and which is the higher ideal of merchandising? A short analysis will, we believe, assist us in reaching the proper conclusion.

Many merchants, and their views are coincided in by quite a respectable number of manufacturers, reason that upon the purchase by them of any particular article, they are permitted because of their absolute ownership, to be

THE SOLE ARBITER

as to the price they shall market or dispose of same, persuading themselves that once the article becomes theirs through purchase, the producer or manufacturer has no further interest in the matter, evidently overlooking the fact that in many instances an expressed or implied agreement was understood as to the selling price.

Is not this view one of unadulterated selfishness, an ignoring of the producer's rights, and an entire abrogation of the golden rule of "Doing unto others as you would have others do unto you?" Will such interpretation and policy permit us to attain the

HIGHER METHOD OF DOING BUSINESS?

We believe they will not. The manufacturer has, and should always have, a direct and vital interest in the price at which goods of his particular brand or make reach the consumer. His business reputation, success and existence practically depend upon it. The proper care of his business, and distribution of his product at the present, and more especially its perpetuation in the future, identifies him with an inherent interest which far surpasses that which is

possible for any merchant to have. The thoughtful and considerate merchant who keeps constantly before him our motto of "High standard of business methods" should recognize and conform his efforts to the consideration of the rights already touched upon, that is so justly the due of the manufacturer. If these premises are correct it becomes

PERFECTLY PROPER FOR THE MAKER

in conference with the merchant to arrange, adjust and agree upon a proper compensation to be allotted the distributor for the marketing of his wares, and it is his prerogative, and manifest right and duty to fix the price at which the retail dealer shall vend his products. If his goods are marked too high it means the eventual elimination of them from the market, and if too low the same results will be encountered; therefore how wonderfully important and vital are his interests!

Now, what means shall be employed to maintain the proper equilibrium? If prices are too low, the correct and just law of compensation cannot be attained, and, as a result of this condition, the retailer as well as the jobber (a case of united we stand because of mutual interest), commence a systematic method to bring about an enlarged compensation for their services, and the manufacturers, in recognition of the justness of their position, endeavor to meet their views. But

HOW CAN IT BE BEST ACCOMPLISHED,

and what alternative has he to bring about that which is so just and desirable to all? He, of course, can make concessions, but only at the expense of a serious inroad upon his profits, which he realizes are now altogether too limited, or he can cheapen the quality of his goods. The acceptance of either proposition is not desired by him; to accept the first may mean the making of such a serious inroad upon his profits, which may result in his retirement from business, or should the second proposition be deemed the wisest method by which to better correct the matter, it must mean the deterioration in quality, which surely sooner or later will bring its own destruction.

We therefore hold that the manufacturer has a most important interest in the price of his goods at retail, as well as in the differentials which are paid to the distributor—in fact, as we see it—so vast is his interest, because his very business existence is at stake, that he should at all times, and under all circumstances, be

THE ARBITER OF PRICES

and differentials. Especially applicable in

his case is the adage, "Self preservation is the first law of Nature." The most important duty he owes is to himself, and that is to fix a proper price, with just differentials, and then enforce without fear or favor their strict observance by both the jobber and the retailer.

To attain the greatest success in marketing the product of mill or factory, it is essential that the "entente cordial" shall exist between the manufacturer and the seller; to satisfactorily bring this about the producer must arrange that the jobber has a fair margin or differential; it must be sufficient to cover his fixed charges, risks undertaken and a fair return for his investment. It should be the bounden duty of the manufacturer to provide and protect the differential, and to

CULTIVATE THE JOBBER

who is honestly living up to his wishes and who is earnestly engaged in the promotion of his interests. He is not only entitled to it under reasonable conditions, but should have the protection at any cost; furthermore, those honestly living up to specified arrangements should not be classed with or made to suffer for the acts of the unscrupulous, as it would be more than strange, indeed, were no black sheep to be found in the ranks of those who enter the field of hardware jobbing. Neither should those who are faithfully trying to keep the trust suffer for the acts of those jobbers who take the erroneous method of trying to increase their sales by cutting prices at the excuse of the manufacturer, believing that by this subterfuge they can increase their business, at the same time forgetting or overlooking the fact that only one result can follow—all are obliged to meet his quotations—and no advantage arises therefrom, but

A GREAT INJURY AND WRONG

done to and perpetuated on the merchant, the compensation being, in this line, for himself and competitors, a reduction of profits, or the doing of so much business without compensation.

But as to the manufacturer. How about him? He has been injured more than all. Why? Because no profit being derived from the sale of his product, distributors commence to cast for another make or line of goods to take the place of the non-profitable commodity; gradually he finds an inroad here, and a falling off there, until finally his trade becomes very much affected, with the result that to save himself

HEROIC MEASURES

must be introduced, and experience thus taught how much easier it is to retain than to reclaim.

Now, under the foregoing conditions, do you not realize how direct, intense and far-

* An address before the National Hardware Association at Richmond, Va.

reaching is the interest of the producer of goods? It becomes absolutely essential that he should and must protect his products to no less an extent than that prices should and must be regulated by him, and the differential absolutely controlled. It should be his imperative duty to enforce an arbitrary action that may become necessary to protect his own wares, as well as to protect those who faithfully sustain and support his methods in their disposal, and it is one great wish of the speaker's heart, that the relation between jobber and manufacturer may become so close, so intimate and so confidential that the great business equilibrium of our hardware line may be so evenly adjusted as to bring to all participating therein the greatest, most permanent and satisfactory returns.

PRESENTATION TO MR. PERCIVAL.

On November 30, Caverhill, Learmont & Co.'s warehouse, Montreal, was the scene of an event that had its happy and yet its unwelcome features. It was the occasion of Mr. W. Percival's parting with this firm, whose traveler he has been for over a quarter of a century. His fellow employes took advantage of the occasion to show their appreciation of his comradeship by presenting him with a chain and locket suitably engraved. The presentation was made by Mr. James Reid, of the purchasing department, who has himself been identified with the establishment for 40 years. In a few well-chosen words he voiced the sentiments of the other employes, their appreciation of Mr. Percival's good fellowship, and their regret at his parting with the firm. Mr. Percival feelingly replied.

The members of the trade in the Ottawa Valley will regret to hear that Mr. Percival will no longer call on them with his hardware samples and his bright, cheery disposition. Even when business was dull and an ambitious traveler was abhorred, "Billy" Percival was always welcomed, for he always had his joke and he was never known to see the dark side of a situation.

HARDWARE AND METAL joins with his many friends in wishing him lots of success in his new venture. He is going into partnership with his brothers in the wholesale shoe business in Montreal. Mr. J. H. Meikh, late of Lewis Bros., takes Mr. Percival's place.

AN ECONOMICAL RADIATOR.

It is claimed that Cole's spiral tubular radiator, which E. T. Wright & Co., Hamilton, Ont., are advertising in this week's issue, will save from \$10 to \$15 each winter in fuel, by utilizing the heat which is lost up the chimney when the ordinary pipes only are used.

FIRST PRINCIPLES IN BOOKKEEPING.

BY G. H. RICHARDSON, F.S.S., F.I.S.

ONE of the first essentials of accurate bookkeeping is for the proprietor of a business to have a right conception of his own relation to it. On no account must the business be considered a milch cow, nor must the proprietor's own personal expenditure be looked upon as of no importance. It should be regarded more in the light of a trusteeship than of a financial speculation, but the cautious methods of the former should on no account be allowed to cripple the enterprise of the latter. Looked at in this light an accurate and adequate account would naturally require to be kept of every transaction, and a proper record preserved of the growth and development of the business. But before this can be done, the A, B, C, of bookkeeping must be learned and the right use of various terms understood.

Speaking generally, every accretion to a business and every purchase may be expressed by the sign + plus, every diminution or sale by the sign - minus; thus we establish, as it were, the two sides of an account Dr. or plus, and Cr. or minus, and we understand to debit is to charge or add and that to credit is to subtract or allow (1) Since accretion equals plus and diminution equals minus, it follows that a business is debtor to what it acquires and creditor by what it distributes or disburses, that is to say, that it has to account for capital introduced and goods purchased by capital expended, by sales, and by expenses (2).

Dr.	Cr.
To Capital.....	By Capital expended.
" Purchases.....	" Sales.....
" Profit.....	" Expenses.....

Now, as there are always two parties to a transaction, a seller and a buyer, and since it is one of the essentials of accurate bookkeeping that every transaction should be recorded in its entirety, it follows that two accounts must be opened (one for the seller and one for the buyer), and the transaction as it affects both parties be recorded (3). From this we get the rule that, since it must be a debit or an accretion in the one case and a credit or a diminution in the other, "every debit must have a credit and every credit a debit." To take an example, Jones buys from Robinson 60 yards of material at 2s. a yard. Jones opens two accounts in his ledger, debits his own account, which he will style Goods account or perhaps Material account, and credits Robinson's account,

JONES (GOODS) ACCOUNT.

Dr.	Cr.
To Purchases £6 0 0	
ROBINSON (PERSONAL) ACCOUNT.	
Dr.	Cr.
	By Goods.... £6 0 0

and from this we get the feature of all true trial balances, the total amount of the debits equal to the total amount of the credits. There are several methods of affecting this cross entry, but whatever be the method adopted the rule must be unquestionably accepted and inflexibly followed. Jones, it will be noticed, instead of opening accounts in his own name for purchases for the business, opens impersonal accounts, with such headings as materials, hosiery, etc.; these several accounts, however, bear the same relation to the business in respect to purchases, sales, profits, etc., as Jones himself (5).

Dr.	Cr.
To Purchases	By Sales
" Profit.....	" Stock

the difference between the two sides of each account being the gross profit, the amount of which is carried to the credit of trading or profit and loss account. Against gross profit will be charged all the expenses of the business, such as rent, rates and taxes, salaries, etc., separate accounts being opened for each of these.

In the final accounts of the business or of the financial year the expense accounts will be grouped into one account — the general profit and loss account of the business; or, what is better, the latter can be split up into two accounts, termed respectively the trading account and the profit and loss account. If this latter method be adopted, all impersonal accounts relating to the commodities, both debit and credit, in which the tradesman deals, and all impersonal accounts, the particulars of which enter directly into the cost of production, will belong to the trading account — and all impersonal accounts representing the expenses incurred in carrying on the business, and all gains incidental to it, will belong to the profit and loss account; the net balance of this latter account being the net profit or loss for the period. The distinction, however, between expenses incurred in the carrying on of the business and costs which enter into the production of the goods must be firmly borne in mind, otherwise an

WIRE NAILS & TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

accurate statement of the year's trading will be impossible.

One rule only need be remembered so far as the keeping of the profit and loss account is concerned—all payments out and losses are debits, everything received or gained is a credit. This arises from the fact that you debit yourself or goods account with all you acquire, and credit yourself or sales account with all you sell or dispose of. If a loss be effected in the operation it will be an excess debit, that is, the amount by which the debits of the whole transaction exceed the credits, or, if a gain, vice versa. The distribution of the net gain or loss will be governed by the nature and condition of the business; generally speaking, the profit will be carried to the credit or the loss to the debit of capital account in a private business, whilst in the case of a public company the profit will figure on the debit side of the balance sheet, to be afterwards dealt with in general meeting; or the loss to the credit side, to be afterwards severely commented on by both interested and uninterested parties.

Now we come to the balance sheet—the final object of all bookkeeping. First of all, remember that it is a balancing sheet, and, therefore, in the result the two sides must balance. Secondly, remember that it is not a mere statement of liabilities and assets, but a complete financial statement of the position of a business, therefore employ the terms Dr. and Cr., and not liabilities and assets, in the heading thereof. Thirdly, remember that it is a financial statement of a business as at a certain date, therefore the date must be stated in the heading, and all transactions must be carried and calculated up to that date. Fourthly, remember that the items of the balance sheet are debit and credit balances affecting capital, and that in accordance with (2) debit balances of the business, representing as they do capital expended, will appear on the credit side of the balance sheet and credit balances on the debit side. Fifthly, remember to arrange your debits in order of priority of claim, and your credits in order of easiness of realization; thus, in the latter, cash in hand should come first and the other items in the order in which you would readiest realize them.

Thus far we have treated of some of the essential principles of correct account-keeping; it behooves us now to inquire in what order a set of accounts should be opened and why. When an individual contemplates starting a business the first necessity is capital, therefore capital account should come first; if the principle here suggested be followed throughout it will readily be understood that a banking account, lease, goodwill, fixtures, furniture and stock-in-

SUCCESS MAKERS.

The Sherwin-Williams Paint and The Sherwin-Williams Methods are success makers.

Any man in any place, large or small, can do a successful paint business if he takes hold with us in earnest. If he wants to get ahead nothing can hold him back.

The Sherwin-Williams Methods bring trade to the store.

The Sherwin-Williams Paint holds it.

Effective methods backed by good paint—a combination that makes success every time. It has done it for us; it has done it for thousands of S-W. P. agencies; it can do it for you.

Write to us for details about the Paint and the Methods and you'll see why they are success makers.



CLEVELAND.
CHICAGO.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO.

SAN FRANCISCO
KANSAS CITY

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.



trade accounts follow in a natural sequence. Order is heaven's first law, and if book-keepers desire a heavenly tranquility to reign over their work they must not be afraid of paying a compliment to their Maker.

Recapitulated, we get in Jones' books:

1. Dr. \Rightarrow plus \Rightarrow add \Rightarrow charge.
Cr. \Rightarrow minus \Rightarrow subtract \Rightarrow allow.
2. Dr. To Acquirements. Cr. By Employments.
3. ROBINSON (from whom Jones buys).
Cr. By Goods.....
GOODS.
- Dr. To Purchases.....
4. SMITH (who buys from Jones).
Dr. To Goods.....
GOODS.
Cr. By Sales.....
5. Dr. To Purchases..... Cr. By Sales.....
" Gross Profit..... " Stock.....
GOODS.
6. TRADING ACCOUNT.
Dr. To Net Profit..... Cr. By Gross Profit from
" Expenses..... Goods Account.

Thus we get the framework of a set of accounts.

Joseph Lafrance, general merchant, Varennes, Que., has consented to assign.

INTERESTING INSURANCE CASE.

A JUDGMENT of importance to many merchants was rendered in the Hull, Que., Superior Court on Monday, December 3, in the cause of Repentigny v. The Montmagny Insurance Co.

Some time previous to the great fire of April 26, the plaintiff took out a policy for \$2,000 in his own name, in the defendant's company, \$1,500 of which was on the store and building belonging to his wife, and \$500 on the stock, which was owned by himself. He explained at the time the facts of the case to the agent, who gave him a receipt for the first premium paid. When the property was destroyed in the fire plaintiff applied for settlement of losses, but the company refused to pay the insurance.

Judgment was given for \$500. The judge, in giving judgment, said that the agent was wholly to blame for the mistake in having incorrectly made out the application, and regretted that, according to law, he was unable to give judgment for the full amount.

It is well that all merchants doing business in property owned by their wives, should make a note of this decision. Insurance must always be made out in the name of the owner of the property insured.

THE COMMERCIAL TRAVELERS' OFFICERS.

THE Commercial Travelers' Association of Canada held a general meeting in St. George's Hall, Elm street, Toronto, on Saturday. The nomination of officers, which was the principal object of meeting, resulted as follows:

President—M. C. Ellis, of P. W. Ellis & Co., by acclamation.

1st Vice-President—Wm. Cauldwell, of Brown Bros., by acclamation.

2nd Vice-President—Thomas McQuillan, of Wyld-Darling Co., and Geo. West, of Boeckh Bros. & Company.

Treasurer—J. C. Black, of W. R. Johnston & Co., by acclamation.

Directors—Toronto Board—A. A. Alexander, W. J. Barr, J. D. Bland, J. H. Butler, Frank Campbell, J. P. Conklin, Lytle Duncan, E. Fielding, H. Goodman, P. M. Goff, Duncan Greig, A. F. Hatch, L. A. Howard, Robert Keyes, H. H. Kenny, James Knowles, jr., M. Lamont, George D. McAllister, C. Ryan, S. M. Sterling, C. J. Tuthill, H. T. White.

Hamilton Board—William Bemner, 1st vice-president, James Hooper, 2nd vice-president, both elected by acclamation. Directors—six to be elected—T. P. Allan, W. C. Breckenridge, John O. Cauley, T. M. Davis, J. H. Herring, George Matheson, Frank Menzie, W. C. C. Reid, Fred T. Smye, Robert Stewart, H. G. Wright, J. W. Zealand.

Berlin Board—two to be elected—A. Foster, J. Knauff, Geo. Schnarr and E. Marrin.

The present directors for Guelph, Montreal, Kingston, Winnipeg, Victoria, and Vancouver boards were declared elected by acclamation.

The scrutineers of the ballot, which will close at noon on December 27, are H. Clerihew, W. R. Edmund and Walter Madill.

The annual meeting of the association will be held in St. George's Hall on December 27.

CATALOGUES, BOOKLETS, ETC.

WHITMAN & BARNES KNIVES.

The Whitman & Barnes Manufacturing Co., St. Catharines, Ont., have issued a booklet showing cuts of their planer, paper, barker, chipper and special machine knives; also full diagrams showing prices for all sizes of each kind of knife. Hardware dealers who have inquiries for any kind of machine knives should get this booklet.

THE FIRST 1901 CALENDAR.

The first calendar for 1901 to reach this office is one issued by M. W. Connor & Son, retail dealers in hardware and house-furnishings, Madoc, Ont. Its striking

feature is an excellent picture of Lieut. General Lord Kitchener, surrounded with British flags in natural colors, while tasty advertisements are interlarded throughout the sheets for each month.

CUTLERY AND SILVERWARE CATALOGUE.

H. S. Howland, Sons & Co., have just

issued another catalogue. It deals with cutlery and silverware, and will, no doubt, be found useful to the retail trade, containing, as it does, 900 to 1,000 illustrations. The catalogue is well printed and well arranged, and it is not surprising that the firm is in receipt of a number of complimentary notices from the retail trade.

IVER JOHNSON

GUNS AND REVOLVERS

**ARE HONEST GOODS
AT HONEST PRICES.**

Thirty years' experience in the manufacture of fine Fire-arms enables us to produce the best. Iver Johnson's Fire-arms are noted principally for their safety. The accidental discharge of an Iver Johnson Gun or Revolver is impossible.

SEND FOR COMPLETE ILLUSTRATED CATALOGUE

Iver Johnson's Arms & Cycle Works

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

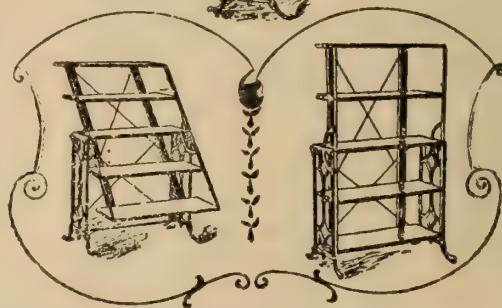
FITCHBURG, Mass.

WELL DRESSED

.. WINDOWS ..

like well-written ads., pay only when they succeed in attracting the attention of the buying public.

BOECKH'S
ADJUSTABLE
TABLES



INSTANTLY ADJUSTED AND FIRMLY LOCKED
AT ANY ANGLE

Now is the time for you to plan, for you will soon be busy with the holiday trade.

Write for a copy of our illustrated Booklet, which tells you all about

THE ADJUSTABLE DISPLAY TABLE

Boeckh Bros. & Company,

TORONTO, ONT.

H. S. HOWLAND, SONS & CO.

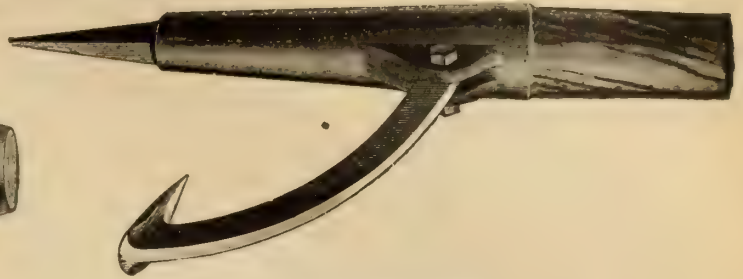
WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE



Iron Wedges, stock sizes 5 to 10 lbs.



Solid Socket Peavies.



Bright Repair Links.
3-16 to 1/2 inch.



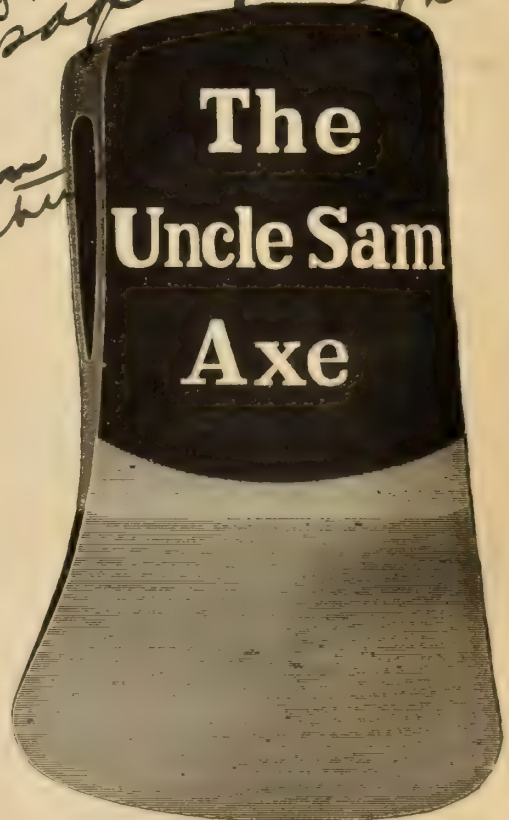
Ingal's Repair Link.
3-16 to 1/2 inch.



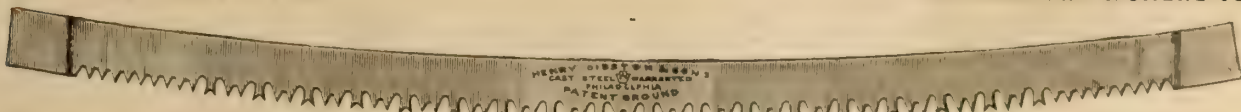
Proof Coil Chain.
3-16 to 3/4 inch in stock.



Cross-Cut Saws.
Stock sizes 5 to 7 feet.



Chopping Axes.
Risfords and Welland Vale.



H. S. HOWLAND, SONS & CO., Toronto.

PROMPT
SHIPMENT.

Graham Wire and Cut Nails are the Best.

RIGHT
PRICES.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE market for bright wire goods in the United States has advanced during the past week, and prices are materially higher and firmly maintained. A good many goods were purchased at the irregular prices which have recently been ruling.

TACKS FIRMER IN THE UNITED STATES.

Within a few days the tack market has developed a decidedly stronger tone. This is owing to the very low and irregular prices which have been current, the advance in iron, and the large orders which have been coming in to the manufacturers. In view of this condition of things extreme quotations have been in a good many cases withdrawn and manufacturers are refusing business at the old rates. In a general way the market may be referred to as having advanced on many lines about 10 per cent.—Iron Age.

PIG IRON IN GREAT BRITAIN.

S. W. Royse & Co., Manchester, November 24: "The outlook in the iron trade is not promising. During the first half of this month, prices of pig iron were steady at Middlesbrough, and at Glasgow secured a good advance, but since then there has been a falling-away in the demand, and a decline all around in values. Buyers are naturally only covering their present requirements in as small a way as possible, feeling quite confident as to the prospect of still lower figures. The higher-priced metals have, however, improved during the month. Copper has slowly advanced, being about 15s. per ton dearer. Tin has advanced about £5 per ton, and is strong. Spelter is up 10s., and is steady. Lead is the exception, having fallen some 10s. per ton.

THE IRON TRADE IN SHEFFIELD.

The reduction in the price of merchant iron, instead of stimulating trade, has had the opposite effect, for it has extended the belief that a substantial all-round drop in the prices of fuel and material is imminent, and users are, consequently, less than ever inclined to buy. Scarcely any business is being done in bar iron, billets, or crucible steel, and it is many years since things were so bad in these departments. No reduction has been made in the quotations for billets, but probably producers feel that such a step would fail to tempt any business at present.

THE TINPLATE TRADE IN WALES.

Though the number of tinplate mills at work is now only about 350, as against 415 at the corresponding period of last year, the quantity of plates turned out is quite equal to the demand. Receipts from works during the

past week amounted to 65,000 boxes, but, owing to a scarcity of tonnage, the shipments only totalled 32,000 boxes, no less than 3,000 tons going to the Straits, China and Japan. Stocks have now been increased to 149,000 boxes. In consequence of the depression in trade, the proprietors of the Briton Ferry Works have given notice to terminate all contracts by December 11, but a number of the men will be employed for a month or two in making repairs. As a set-off against this, it is reported that the Glantawe Tinplate Works, near to Pontardawe, which have been idle for some time, have been purchased by a company composed largely of the leading inhabitants of the district.

CUT AND WIRE NAILS IN THE UNITED STATES.

The manufacturers of cut nails at their recent meeting reaffirmed November prices for the month of December. The chairman, it is understood, was empowered to announce an advance in the price of nails without calling a meeting, if the price of wire nails should be advanced previous to the next meeting. Demand for wire nails continues heavy and some large orders are being placed. In fact, prompt deliveries of nails are in some cases difficult to be had, especially for standard sizes. All the wire nail mills in the country, with, perhaps, the exception of one or two small mills, are in full operation and turning out a very large product.—Iron Age.

PIG IRON QUIET AND STEADY.

Steady buying in all finished lines, with quieter markets for pig iron, in contrast with the rush at election time and in the fortnight following, is the present situation in the iron trade. The pig iron market is reflecting the uncertainty that exists as to ore prices for next year. It matters not that buyers of pig iron may entertain an erroneous idea of the size of the reduction that will be made in the cost of that product. Until it is known what the basis really is to be the practice of contracting for six, nine and twelve months ahead will not be resumed. The fact that an interval for more moderate buying has come to the trade in pig iron has not altered the strong situation in respect to all finished products, and it goes without saying that this will be felt in due time in primary markets. No further advance has been made by furnacemen in the week; and the recent additions, with those about to be made, to the list of active furnaces, coming at the quiet time of the year, will tend to preserve an equilibrium for some weeks to come. In Bessemer iron there is

no sign of new buying as yet, but some steel companies are believed to be now melting more metal than they produce, so that the using up of piled iron is only a matter of weeks.—Iron Trade Review, December 6.

INQUIRIES ABOUT CANADIAN PRODUCTS.

THE following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London, England:

1. The manufacturers of boot and shoe dressings, creams, polishes, etc., desire to open up business with Canadian firms importing this class of goods.
2. A London firm of wine and spirit merchants ask for names of large importers in Canada.
3. Communications are desired, by a firm in the Midlands, from the actual producers in Canada of crude asbestos.
4. The names of a few large fish exporters, who ship Labrador and other dried cod to Levant ports direct, are asked.

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries:

1. A company manufacturing leather and rubber belting, etc., is prepared to hear from responsible Canadian firms desiring to act as Canadian agents.
2. A West of England firm is open to take up the sale of Canadian furniture, chairs, bedroom suites, etc., and desires names of Canadian manufacturers who are in a position to export.
3. A Midlands manufacturer of picks, hammers, iron barrows, etc., seeks experienced Canadian agent.
4. An Irish firm possessing an opening for asbestos asks for names of Canadian producers of same.
5. An inquiry has been received from Bristol for the names of Canadian producers of potash.
6. A company which expects to use several hundred tons of cassein—made from separated milk—per annum desires information as to possibilities of obtaining regular supplies from Canada.

A NEW WIRE FACTORY.

The Peerless Wire Co. is the name of a manufacturing concern which has been recently started in Hamilton, Ont. The object of the new enterprise is the manufacture of broom wire, brush wire, book wire, market wire, etc. These lines are now largely, if not altogether, imported from the United States, but The Peerless Wire Co. is composed of not only practical men, but of men who have had practical experience in Cleveland and other places across the border, and is in a position to turn out broom, brush, book and market wires equal to anything imported. The factory is at Bay and Vine streets, Hamilton.

CONSPIRACY DISCOVERED.

The Auer Light Company, Montreal, has discovered what looks like a conspiracy to swindle them out of a lot of goods, and, as a result, one arrest has been made and a warrant is out for a business man who is said to have received the goods from an employee of the company and then systematically disposed of them. The man who is arrested is named Frank St. Maurice. He is said to have made a partial confession to Superintendent Carrington of the Thiel Detective Service into whose hands the matter was put when the shortages were first discovered.

◆ ECLIPSE ◆ ...CLEANABLE... REFRIGERATOR

"A Meritorious Patented Specialty."

The only removable ice-chamber refrigerator in which the cold, dry air is conducted to the lowest point in the provision room, through a removable flue; thus creating a positive circulation.

The upward current of air through the provision chamber is so swift that moisture and odors are quickly forced to the ice, the proper condenser and purifier.

The interior is all metal, and all parts are accessible for cleaning.

Made in attractive, plain and ornamental finishes, neat and tasty in design and of excellent workmanship.

The Eclipse Cleanable has a larger ice-chamber than any other make in the world, and is a veritable sanitary or hygienic dry-air refrigerator.



Catalogue on Application.

ECLIPSE REFRIGERATOR WORKS
BURLINGTON, VERMONT.

4
STYLES

No. 9



THE AUER GASOLINE LAMP

No. 9,
200 Candle Power

Suitable for

STORE,
RESIDENCE
OR CHURCH.

The only Lamp on the Canadian market which is guaranteed not to clog, flicker or smell.

YOUR MONEY BACK IF NOT ENTIRELY SATISFIED.

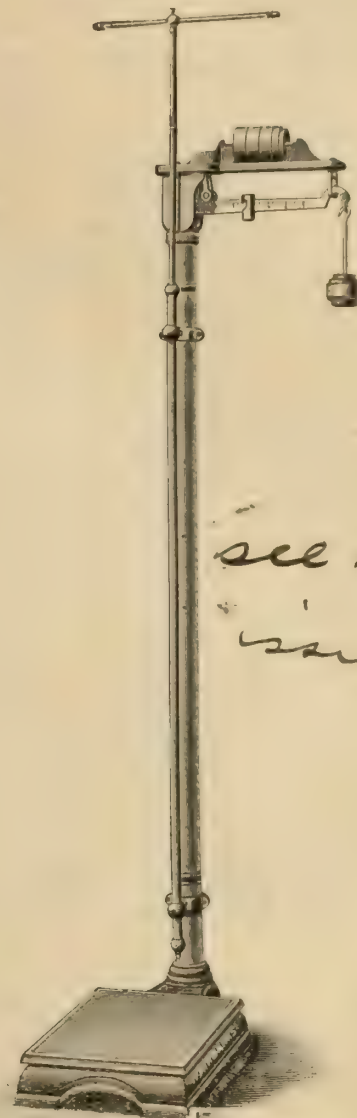
For Catalogues and Prices on Lamps, Mantles and Sundries,
write

AUER LIGHT CO.

1682 Notre Dame St., MONTREAL.

E. SIMPSON & CO., Moose Jaw, Agents for the Territories.

For Christmas



*see Dec 29
issue*

Bathroom or Household ... SCALE ...

This Scale is Iron and Brass throughout, nickel-plated sliding Poise Beam. With or without Measuring Rod.

Finished in pale blue enamel, or imitation oak.

An ideal Household Scale in every respect.

PRICES AND CATALOGUE FOR THE ASKING

The Fairbanks Co.,

749 CRAIG STREET,

MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, December 7, 1900.

HARDWARE.

THE wholesale houses in the city are quite busy, although business has been somewhat reduced in volume by the conclusion of the Maritime trade. Local boats are still running and some late orders are being rushed forward to close water points. Trade in heavy goods is rather quiet although the inquiry is fairly good. That there is confidence in the market is evidenced by the desire on the part of some retailers to book orders ahead. The demand for cutlery and Christmas goods is brisk, while snow shovels, sleigh bells and skates are moving rapidly. Payments are very satisfactory.

BARB WIRE—The price of barb wire is unchanged. Stocks are light and trade quiet. Dealers are quoting \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—Business is rather slack. We quote as follows: Nos. 4 and 5, \$4.52½; Nos. 6, 7 and 8

guage, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$4.90; No. 16, \$5.15.

SMOOTH WIRE—A small business is passing. The base price is \$2.80 per 100 lb.

FINE STEEL WIRE—A few small lots have been shipped. The discount is 17½ per cent. off the list.

BRASS AND COPPER WIRE—This line is featureless. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—The demand is slack. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—Inquiries are numerous, but the amount of business doing is not large. The lots moving are of a small nature. We quote as follows: \$2.85 for small lots and \$2.75 for carlots, f.o.b. Montreal, Toronto, Hamilton, London, Gananoque, and St. John, N.B.

CUT NAILS—Dealers throughout the country are displaying more confidence

than they have shown for some time. We quote as follows: \$2.35 for small and \$2.25 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—A good trade is still doing. The discounts are 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—The number of buyers does not seem to decrease very considerably, and fairly large amounts are moving. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—Small orders make up a good volume of trade. Discounts are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.;

WE'RE BOUND TO LEAD!

"Climax" Nickel-Plated Copper Tea Kettles.



Nos. 8 and 9.

One-Piece Handle, cannot fall apart.

No rivets in handle to break away, a special ear that will not allow the handle to bruise the breast.

This is a complete departure from the lighter, cheap kettles that have been selling during the past year, and visit the repair shop before being a year in use. Every part is made

Extra HEAVY AND DURABLE.

Made from 18-oz. Copper throughout.

Double-Seamed Spout, cannot melt off.

Seamed on body, cannot drop off.

"Famous" Stove Clay.

An indispensable article in a tinshop for the

STOVE REPAIRING SEASON.

Prepared and mixed especially for the making and repairing of linings in



RANGES, STOVES, FURNACES AND FIREPLACES.

THE McCLARY MFG. CO.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

VANCOUVER.

NOW you want goods **QUICK**, so order from **McCLARY**.

American Sheet Steel Company
Battery Park Building
New York
Manufacturers of all varieties of
Iron and Steel Sheets
Black and Galvanized
W. Dewees Wood Company's
Planished Iron
Wellsville Polished Steel Sheets

Representatives for Canada
B. & S. H. Thompson & Company
16 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

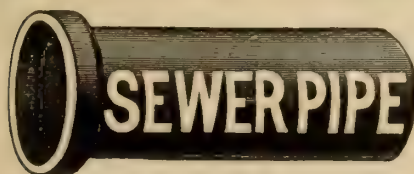
Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

flat head brass, 75 per cent.; round head brass, 67 1/4 per cent.

BOLTS — Fair amounts are moving, with stove and carriage bolts in good request. Discounts are as follows: Carriage bolts, 65 per cent.; machine bolts, 65 per cent.; coach screws, 75 per cent.; sleigh shoe bolts, 75 per cent.; bolt ends, 65 per cent.; plough bolts, 50 per cent.; square nuts, 4 1/2 c. per lb. off list; hexagon nuts, 4 3/4 c. per lb. off list; tire bolts, 67 1/2 per cent.; stove bolts, 67 1/2 per cent.

COTTERPINS — The demand maintains good proportions. We quote: 55 per cent. off English list, or, according to American list, all sizes but 3/8 in. wire, 80 per cent. off, and 3/8-in. wire, 70 per cent. off.

RIVETS — There is no change to note. The discount on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE — The feeling is steady to firm; the demand is small. Manila is worth 12 1/2 c. per lb. for 7-16 and larger; sisal is quoted at 8 1/2 c. per lb. for 7-16 and larger. Lath-yarn is worth 8c. per lb.

SPADES AND SHOVELS — Snow shovels are still in good demand, particularly from the local trade. The discount is 40 and 5 per cent.

TACKS — A fair trade continues to be done in tacks, the bulk of the business being made of sorting orders. We quote: Carpet tacks, in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS — Business is quiet, only a few small orders being filled. The prices range from \$18.50 to \$26, as to brand.

CEMENT — Trade is of a limited nature just now. We quote: German, \$2.50 to \$2.65; English, \$2.40 to \$2.50; Belgian, \$1.90 to \$2.15 per bbl.

METALS.

Business has improved very considerably since last week. We hear that quite a number of orders are being booked for spring in galvanized iron. Iron pipe is in good request, and most other lines are moving in fair quantities.

PIG IRON — The feeling continues to improve, consequent upon a better volume of business. No. 1 Summerlee is held at \$24 to \$25; No. 1 Hamilton and Nova Scotian are worth \$19 to \$20, and Midland \$20.

BAR IRON — The tendency of the market is upward. The ruling price is \$1.70.

BLACK SHEETS — A good trade is being done at \$2.85 for 8 to 16 gauge.

RUSSIA IRON

Genuine and Imitation.

CANADA PLATES

Ordinary and All Polished.

SHEET ZINC "V.M." Brand SANDERSON'S CAST STEEL.

In stock at Montreal. Close prices to wholesale buyers.

A. C. LESLIE & CO.

AGENTS, MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with — quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

PIG TIN
INGOT COPPER
LAKE COPPER
PIG LEAD
SPELTER
ANTIMONY

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Do You Carry a Stock of

GRANATINE FLOOR FINISH

FOR NATURAL WOOD FLOORS, OIL
CLOTH, LINOLEUMS, ETC. ?

If not, you should, as it is a finish you can always highly recommend, knowing it will not only please the purchaser, but give the impression that you always handle reliable and up-to-date goods.

Manufactured only by

The Imperial Varnish & Color Co.
LIMITED
TORONTO, ONT., CANADA.

JOHN BOWMAN
HARDWARE & COAL CO.,

....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz :

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

GALVANIZED IRON—There are no complaints being made about trade. We quote: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—There is no change to note either in quotations or demand. The price is still 17½c.

INGOT TIN—The New York market is easy, but the market here is unchanged. Lamb and Flag is quoted at 34c.

LEAD—Fair amounts are changing hands at \$4.65.

LEAD PIPE—Quite a few lots are being disposed of. We quote 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—There is quite a difference in the ranges of prices now being quoted by the several dealers throughout the city. Business is good and the tone firm. We quote: Black pipe, ¼, \$2.80 per 100 ft.; ½, \$2.80; ¾, \$2.85; 1, \$3.05; 1-in., \$4.35; 1¼, \$5.95; 1½, \$7.10; 2-in., \$9.50. Galvanized, ½, \$4.90; ¾, \$5.40; 1 in., \$7.35; 1¼, \$9.75; 1½, \$11.70; 2-in., \$15.75.

TIN PLATES—The demand keeps up to the mark, and a good trade is doing. We quote: Coke, \$4.50; charcoal, \$4.75.

CANADA PLATE—The market is satisfactory. We quote: 52's, \$2.90; 60's, \$3; 75's,

\$3.10; full polished, \$3.75, and galvanized, \$4.60.

TOOL STEEL—Firm. We quote: Black Diamond, 8c.; Jessop's 13c.

STEEL—Trade is good. We quote: Sleighshoe, \$1.85; tire, \$1.95; spring, \$2.75; machinery, \$2.75, and toe-calk, \$2.50.

TERNE PLATE—Fair lots continue to be distributed at \$8.25.

SWEDISH IRON—There is nothing new to report. The price remains as before at \$4.25.

COIL CHAIN—The tendency is toward firmer prices. The demand is improving. We quote as follows: No. 6, 11½c.; No. 5, 10c.; No. 4, 9½c.; No. 3, 9c.; ¼-inch, 7½c. per lb.; 5-16, \$4.60; 5-16 exact, \$5.10; ¾, \$4.20; 7-16, \$4.00; ½, \$3.75; 9-16, \$3.65; ¾, \$3.35; ¾, \$3.25; ¾, \$3.20; 1-in., \$3.15.

SHEET ZINC—Values are a little lower, being now 6 to 6¼c.

ANTIMONY—Lower, at 10c.

GLASS.

The amounts moving are of fair size. We quote as follow: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

The linseed oil market is weak, but there

seems to be no reason why it should not be steady at the moment. The alarm has been caused by some low speculative offers for delivery next May. Meanwhile the demand has to be met with this year's short stocks. Trade in most lines is fair but the staples are slow. We quote:

WHITE LEAD—Best brands, Government standard, \$6.50; No. 1, \$6.12½; No. 2, \$5.75; No. 3, \$5.37½, and No. 4, \$5, all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.50; in kegs, \$5.75.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 82c.; boiled, 85c., five to nine barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 64c.; two to four barrels, 63c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL— $8\frac{3}{4}$ to $9\frac{1}{4}$ c. in whole-sale lots, and $\frac{1}{2}$ c. additional for small lots.

SEAL OIL— $47\frac{1}{2}$ to 49c.

COD OIL— $32\frac{1}{2}$ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. for colored, and 6 to $7\frac{1}{2}$ c. for white oakum, $5\frac{1}{2}$ to $6\frac{1}{2}$ c., and cotton oakum, 10 to 11c.

SCRAP METALS.

The market continues strong with scrap very scarce. We quote as follows: Heavy copper and wire, 13 to $13\frac{1}{2}$ c. per lb.; light copper, 12c.; heavy brass, 12c.; heavy yellow, $8\frac{1}{2}$ to 9c.; light brass, $6\frac{1}{2}$ to 7c.; lead, $2\frac{3}{4}$ to 3c. per lb.; zinc, $2\frac{1}{4}$ to $2\frac{1}{2}$ c.; iron, No. 1 wrought, \$13 to \$14 per gross ton; No. 1 cast, \$13 to \$14; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4.

PETROLEUM.

Business is active with prices unchanged. We quote: "Silver Star," 15 to 16c.; "Imperial Acme," $16\frac{1}{2}$ to $17\frac{1}{2}$ c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

Prices are firm. Dealers are paying: Beef hides, No. 1, $9\frac{1}{2}$ c.; No. 2, $8\frac{1}{2}$ c.; calfskins, No. 1, $8\frac{1}{2}$ c.; No. 2, 6c.; lamb-skins, 80 to 85c. each; sheepskins, \$1.05 each.

MONTREAL NOTES.

Mr. Alexander Gibb reports that he has recently made some large sales of "Comet" brand for spring shipment.

ONTARIO MARKETS.

TORONTO, December 7, 1900.

HARDWARE.

AS is natural at this time of the year, business in hardware shows some falling off. At the same time it is keeping up well, when everything is taken into consideration. Letter orders have been numerous during the past week. There is some attempt being made to secure orders for spring delivery in such lines as oiled and annealed wire, poultry netting, barb wire, galvanized wire, and green wire cloth. Very few orders have, however, so far, been secured. Wire nails are in moderate demand only. Horseshoes and horse nails are still selling well. A good trade is still to be noted in screws and in stove bolts. Rivets and burrs are rather quiet this week. Scarcely anything is being done in enameled ware, and trade is falling off in stoves and furnaces. For rope there is practically no demand. There have been no changes in prices worthy of note, except a slight

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Give the acme of satisfaction at moderate cost.

They please the most æsthetic as well as the most practical tastes.

Artistically beautiful—almost indestructible—sanitary—fireproof and always reliable.

Almost countless designs to select among. You'll find a brisk trade in these up-to-date goods.

WRITE US.

METALLIC ROOFING CO., LIMITED,

Wholesale Mfrs.

King and Dufferin Sts., TORONTO.



SAMPLE DESIGN.

reduction in the price of Woodyatt's lawn mowers. Payments are fair.

BARB WIRE—There is a little being done in the way of booking orders for spring delivery, but little or nothing is being done in shipments from stock. We quote f.o.b. Cleveland at \$2.97 $\frac{1}{2}$, with carlots $12\frac{1}{2}$ c. less. The price from stock in Toronto is \$3.10 per 100 lb.

SMOOTH STEEL WIRE—There is little doing in No. 12 oiled and annealed wire from stock, and some attempt is being made to book orders for spring delivery. A little hay-baling wire is going out from stock. The base price is unchanged at \$2.80.

WIRE NAILS—Business is dropping off, as is usual at this time of the year. At the same time, however, it is fair for small quantities. The base price is \$2.85 per keg in less than carlots and \$2.75 in carlots.

CUT NAILS—Business in this line is still quiet and featureless, with the base price unchanged at \$2.35 per keg.

GALVANIZED WIRE—Outside the few orders that are being placed for spring delivery business is practically nil. The base price f.o.b. Cleveland is still \$2 72 $\frac{1}{2}$ per 100 lb.

HORSESHOES—Business in this line is still active, and so much so, in fact, that the manufacturers are behind in their orders. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4 95.

HORSE NAILS—Business in this line,

while scarcely as brisk as in horseshoes, is still good. Discount, 50 per cent. on standard oval head and 50 and 10 per cent. on Acadia.

SCREWS—Trade keeps up well and prices are unchanged. We quote wood screws: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, $67\frac{1}{2}$ per cent.; flat head bronze, $67\frac{1}{2}$ per cent.; round head bronze, $62\frac{1}{2}$ per cent.

BOLTS AND NUTS—A fairly good demand is being experienced for stove bolts. Tire bolts are rather quiet. We quote as follows: Carriage bolts (Norway), full square, 70 per cent.; carriage bolts, full square, 70 per cent.; common carriage bolts, all sizes, 65 per cent.; machine bolts, all sizes, 65 per cent.; coach screws, 75 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 65 per cent.; bolt ends, 65 per cent.; nuts, square, $4\frac{1}{2}$ c. off; nuts, hexagon, $4\frac{3}{4}$ c. off; tire bolts, $67\frac{1}{2}$ per cent.; stove bolts, $67\frac{1}{2}$; plough bolts, 60 per cent.; stove rods, 6 to 8c.

RIVETS AND BURRS—These have been rather quiet during the week. Discount, 60 and 10 per cent. on iron rivets; iron burrs, 55 per cent.; copper rivets and burrs, 35 and 5 per cent.

ROPE—Business is almost nil in this line, and prices remain unchanged at the recent advances. We quote the base price of sisal at $8\frac{1}{2}$ c., and of manila 12c. Cotton rope is unchanged as follows: 3-16 in. and larger, $16\frac{1}{2}$ c.; 5-32 in., $21\frac{1}{4}$ c., and $\frac{1}{8}$ in., $22\frac{1}{2}$ c. per lb.

ENAMELED WARE—There is a little business being done, but it does not amount to a great deal.

STOVES AND FURNACES—Business in both these lines is tapering off, and trade for the season is now regarded by the manufacturers as being practically over as only a few sorting-up orders are coming in.

CUTLERY—Although trade is not as brisk as it was a few weeks ago a fair business is still being done for this time of the year.

BUILDING PAPER—A good deal of this is going out all the time, and jobbers are short of supplies. "Why it is I cannot explain," remarked a jobber, "but the trade in building paper seems to be more largely shared in by the wholesale hardwareman, than in former years. Of course it may be due to an increased consumption of this kind of material."

SPADES, SHOVELS, ETC.—Some furnace scoops are going out and a few orders are being received for spades and shovels. Discount 40 and 5 per cent.

SKATES—Business is fairly good and a number of letter orders are being received.

HARVEST TOOLS—There is very little being done in this line; in fact, business is about confined to manure forks. Discount 50, 10 and 5 per cent.

SLEIGH BELLS—There are a few of these going out, but not many, which is to be expected on account of the unfavorable weather for this line.

LAWN MOWERS—Prices have been reduced on Woodyatt's lawn mowers. It appears that the makers have, so far, been unable to make arrangements in regard to a uniform price. Among the jobbing trade this is regretted, as it is held that with the Canadian market so small some understanding is necessary.

CEMENT—There is practically nothing doing. Prices are unchanged. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

Pig tin is rather weaker with local quotations lower, but in other kinds of metals the market is fairly steady, with quotations unchanged. The most active lines are galvanized sheets, Canada plates, and tinplates. In some lines of metals, orders are being booked for import.

PIG IRON—The market is steady. United States foundry iron is being quoted at equal to \$17.50 for No. 2 Toronto. Canadian pig is quoted at \$17 for No. 2.

BAR IRON—The demand for this continues active, with the base price firm at \$1.65 to \$1.70. The market has still an upward tendency.

HOOP STEEL—The demand is moderate with the price unchanged at \$3.10.

PIG TIN—In sympathy with the outside

markets, local prices are $\frac{1}{4}$ c. per lb. lower, the quotation now being $33\frac{1}{2}$ to 34c. per lb. Business has been good during the past week in both large and small lots.

TINPLATES—There has been more movement during the past week and trade is now fairly good. Prices are without change.

TINNED SHEETS—The demand for shipment from stock is fair and some orders for import are being booked.

TERNE PLATES—Business in this line is quiet. We quote IC at \$8.75.

BLACK SHEETS—Business continues good in black sheets, with the base price unchanged at \$3.40 per 100 lb.

GALVANIZED SHEETS—The demand for present requirements continues good, although most of the orders are for small lots. Import orders for spring delivery are being freely booked. We still quote English at \$4.85 and American at \$4.50 for ordinary quantities.

CANADA PLATES—There is a little demand but the movement is light. An improvement is looked for with cooler weather. We quote: All dull, \$3.15; half and half, \$3.25; and all bright, \$3.85 to \$4.

IRON PIPE—Business in iron pipe continues good and particularly in black pipe. Prices are firm. Black pipe is now quoted as follows: $\frac{1}{4}$ in., \$3.10; $\frac{3}{8}$ in., \$3.10; $\frac{1}{2}$ in., \$3.10; $\frac{3}{4}$ in., \$3.35; 1 in., \$4.75; 1 $\frac{1}{4}$ in., \$6.50; 1 $\frac{1}{2}$ in., \$7.70; 2 in., \$10.70. Galvanized pipe is as follows: $\frac{1}{2}$ in., \$4.65; $\frac{3}{4}$ in., \$5.35; 1 in., \$7.25; 1 $\frac{1}{4}$ in., \$9.75; 1 $\frac{1}{2}$ in., \$12.25; 2 in., \$15.

SOLDER—Trade is good in this line. We quote half-and-half, 20 to 21c.; refined, 19 to 20c.; wiping, 19 to 19 $\frac{1}{2}$ c.

PIG LEAD—Trade in this line is rather quiet, with ruling quotations unchanged at $4\frac{3}{4}$ to 5c. per lb.

COPPER—Ingot copper is quiet, with the demand for sheet copper moderate. We quote ingot at 19 to 20c.; bolt or bar at 23 $\frac{1}{2}$ to 25c., and sheet at 23 to 23 $\frac{1}{2}$ c.

BRASS—Business is good in this line. Discount, 15 per cent. on rod and sheet.

ZINC SPELTER—A light trade only is to be noted in this line. Prices are steady at 6 to 6 $\frac{1}{2}$ c. per lb.

SHEET ZINC—Business is fairly good. We quote cask lots at \$6.75 to \$7, and part casks at \$7 to \$7.50.

ANTIMONY—A little activity has been experienced during the past week. We still quote 11 to 11 $\frac{1}{2}$ c. per lb.

PAINTS AND OILS.

There is little movement of goods, and jobbers are busy stock-taking. Turpentine is steady. Linseed oil is stronger than it has been during the last fortnight. Red lead is stiffening. There is no change in prices. We quote:

WHITE LEAD—Ex Toronto, pure white

Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

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COVERT MFG. CO.

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YANKEE SNAPS.

Made in all styles and sizes.

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power. ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM. SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

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NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

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BURMAN & SONS' LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities. Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts. Power Sheep Shearing Machines.

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LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

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Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

lead, \$6.62½; No. 1, \$6.25; No. 2, \$5.87½; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to 7½c.

ORANGE MINERAL—Genuine, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 82c.; boiled, 85c.; 5 to 9 barrels, raw, 81c.; boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 64c.; two to four barrels, 63c. to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

A fair demand continues. Stocks are light. We still quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4; double diamond under 26 united inches, \$6. Toronto, Hamilton and London; terms 4 months or 3 per cent. 30 days.

OLD MATERIAL.

There is little doing. Prices keep firm throughout. We now quote jobbers' prices as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 55c. per cwt.; stove cast, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12½c.; coil wire scrap, 13c.; light scrap brass, 7c.; heavy yellow scrap brass, 10 to 10½c.; heavy red scrap brass, 10½c.; scrap lead, 3c.; zinc, 2½c.; scrap rubber, 7c.; good country mixed rags 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

PETROLEUM.

The demand keeps active. Prices are steady as follows: Pratt's Astral, 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

84,000 Daily Production.
5 Factories. 5 Brands.

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For sale all over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
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BRITISH PLATE GLASS COMPANY, Limited.

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Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

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None genuine without the above "Trade Mark."

"Gunn's"
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Goods.

Equal to **Solid Brass** in every particular. Cost less money—look and wear as well. Our sales are increasing all the time. Why not increase your sales?

THE GUNN CASTOR CO.
Limited.

KNOX HENRY, Canadian Agent, 220½ Board of Trade, MONTREAL.

COAL.

Lake shipments ended by the close of navigation and rail shipments are now being made as speedily as possible. It is feared that the break in shipments (fully six weeks) will result in difficulty in filling orders of the trade during the winter. We quote on cars Buffalo and bridges: Grate, \$4.75 per gross ton and \$4.24 per net ton; egg, stove and nut, \$5 per gross ton and \$4.46 per net ton.

MARKET NOTES.

Pig tin is ½c. lower.

A slight reduction is announced in the price of Woodyatt's lawn mowers.

PERSONAL MENTION.

Charles R. Willson, of McDonald & Willson, dealers in gas and electric fixtures,

Yonge street, Toronto, was found dead in bed at his home, 378 Victoria street, on Thursday morning.

A BRIDGE CONTRACT AWARDED.

John Gunn, of Winnipeg, has been awarded the contract for the stone substructure of a new bridge over the Columbia river at Robson, on the line of the Crow's Nest Pass railway. The contract for the iron superstructure has been awarded the Dominion Bridge Co. The new bridge will consist of two 200-foot spans, a draw of 130 feet, and three 50 foot spans. The work is one of considerable magnitude, inasmuch as the proposed bridge will be about 50 feet above the river level.

Plans for the new bridge of the Canadian Pacific railway over the Red River at Winnipeg have been prepared, and tenders will be called for on December 15.

MANITOBA MARKETS.

WINNIPEG, December 3, 1900.

THERE is nothing of importance to note in connection with this market. Business is quiet and no improvement is anticipated until after the Christmas holidays. The only change in price is an advance of 50c. per cwt. on rope of all kinds. This advance was anticipated. Paints, oils and glass are almost as quiet as hardware.

Price list for the week is as follows:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire.	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 75
" 16 and 20	3 80
" 10	3 85
" 8	3 90
" 6	4 05
" 4	4 15
" 3	4 40
Cut nails, 30 to 60 dy.	3 30
" 20 to 40	3 35
" 10 to 16	3 40
" 8	3 45
" 6	3 60
" 4	3 70
" 3	3 95
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 95
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4.50 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
" 1X	12 75
" 1XX	14 75
Ingot tin	35
Canada plate, 18 x 21 and 18 x 24	3 90
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch	45 p.c.
Rope, sisal, 7-16 and larger	\$ 9 25
" 3/4	9 75
" 1/2 and 5-16	10 25
Manila, 7-16 and larger	13 50
" 3/4	14 00
" 1/2 and 5-16	14 50
Solder	22
Cotton Rope, all sizes, lb.	17 1/2
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	75 and 10 p.c.
Round	70 p.c.
Flat " brass	70 p.c.
Round	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	50c. lb.

Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	5 p.c. advance.

Loaded shells:	
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M.	16 25

Shot, Ordinary, per 100 lb.	6 75
Chilled	7 50
Powder, F.F., keg.	4 75
F.F.G.	5 00

Tinware, pressed, retinned.	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality.	5 p.c.

PETROLEUM.

Water white American	27 1/2 c.
Prime white American	23 c.
Water white Canadian	23 c.
Prime white Canadian	20 c.

PAINTS, OILS AND GLASS

Turpentine, pure, in barrels	\$ 70
Less than barrel lots	75
Linseed oil, raw	90
Boiled	93 1/2
Lubricating oils, Eldorado castor	25 1/2
Eldorado engine	24 1/2
Atlantic red	22
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Natsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	14 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	2 50
41 to 50	5 50
51 to 60	6 00
61 to 70	6 50
Putty, in bladders, barrel lots	per lb.
kegs	23
White lead, pure	per cwt. 7 25
No. 1	7 00
Prepared paints, pure liquid colors, according to shade and color	per gal. \$1.30 to \$1.90

A SUCCESSFUL YEAR.

The annual meeting of the shareholders of The Toronto Lead and Color Co., Limited, was held at their office, Leslie street, Toronto, on Saturday, December 1. In the absence of the president, Samuel Trees, who is at present in Europe, the chair was taken by the vice president, J. W. Shorney, W. H. Allison acting as secretary. There was a large representation of shareholders. The sales show a large increase, the results for 1900 being the most satisfactory since the inauguration of the company.

NEW FIRMS STARTING.

Alex. Robinson is starting as blacksmith in Brooklyn, N.S.

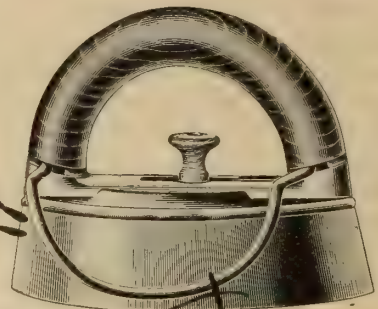
W. Varner is starting as blacksmith in New Germany, N.S.

Henry Lloyd has started as sawmiller in Waterville, N.S.

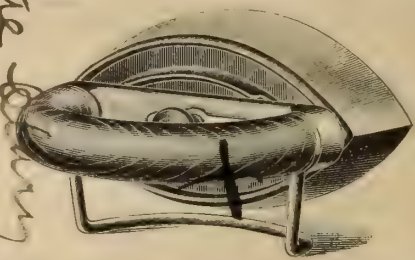
C. A. Matheson has started as coal and wood dealer in Truro, N.S.

TWO HANDY LINES.

THE accompanying cuts represent different lines handled by The McClary Manufacturing Co., London, who have the Canadian agency. The "Gem" iron rest



is an appliance to attach to the ordinary Potts iron handle so that it does away with the cast iron stand. They are made of a heavy nicked wire, bent in such a manner that they can be attached to any Potts iron handle, and will hold up all sizes of Potts irons, and avoid the danger of leaving the irons on the linen and burning it, as it is more convenient to lay the iron over on its side, and thus stand the iron on the rest.



They are made of sufficient height off the bottom as not to interfere with the article being ironed. This is one of the appliances that should have been thought of years ago in order to save the worry caused by the old-style stands. The price is such that they can be retailed at 10c. each, leaving a good profit to the retailer.



The "Perfect Rapid" chopper is made so that it cuts on eight sides at one stroke, thus making it cut faster than the old-style flat chopper. It has all the good features of the old-style chopper, being easily cleaned and, if necessary, easily sharpened.

It would pay dealers to send sample orders for these articles, and to keep their stock well-assorted with such up-to-date goods.

A. T. Lasher, carriagemaker, Goodwood, Ont., has assigned to H. J. Morden.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

RICHARD SCOTT, general merchant, Tory Hill, Ont., has assigned to James Wilson, Kinmount, Ont., and a meeting of his creditors has been called.

Emile Desjardins, tinsmith, etc., St. Octave de Metis, Que., has assigned.

Demand of assignment has been made upon Joseph Dion, jr., hardware dealer, Quebec.

PARTNERSHIPS FORMED AND DISSOLVED.

Thompson & Sutherland, hardware dealers, Wapella, Man., intend dissolving on January 1.

Empey & Merrill, general merchants, Hammond, Ont., have dissolved. F. Empey continues alone.

Venner & Moore, dealers in agricultural implements, Cypress River, Man., have dissolved. Isaac Moore continues.

SALES MADE AND PENDING.

Turner Bailey, blacksmith, Crumlin, Ont., is advertising his business for sale.

Isaac N. Wait, tinsmith, etc., Picton, Ont., is advertising his business for sale.

F. J. Arnold, dealer in stoves and tinware, Granton, Ont., is advertising his business for sale.

The stock of Arthur Matte, hardware dealer, Quebec, has been sold at 59½c. on the dollar.

The stock of John C. Vantour, general merchant, Richibucto, N.B., is advertised for sale by tender to morrow (Saturday).

CHANGES.

J. McMillan, blacksmith, Carberry, Man., has sold out to Charles Burton.

J. J. Johnston, sawmiller, Red Islands, N.B., has removed to Ben Evin, N.S.

Peter Potvin, sawmiller, St. Cœur de Marie, Que., has opened a general store.

The Berlin Iron Bridge Co. have registered as proprietors of a branch at Three Rivers, Que.

L. C. Porteous, hardware dealer and grocer, Carlyle, Man., is closing out his grocery stock.

The business of the estate of the Cannom Stove and Oven Co., Limited, London, is to be wound up.

Samuel Allen, blacksmith, etc., Deseronto, Ont., has sold out his livery business to George D. Bell.

W. J. Kennedy & Co., dealers in agricultural implements, Virden, Man., have sold out to Richard Langtry.

Adams Bros., wholesale and retail harness dealers, etc., Alexander and Virden, Man., have sold out their Alexander business to Wm. Rade, and are retiring from business in Virden.

DEATHS.

J. A. Schoenan, hardware dealer, Virden,

Man., died of heart failure on Friday, November 30.

Chas. Sutton, blacksmith, Dutton, Ont., was killed by a Michigan Central train on Thursday afternoon, November 29.

INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

THE ATLANTIC GRINDSTONE CO., of Providence, R.I., who purchased the grindstone quarry at Lower Cove, N.S., some months ago, intend equipping the quarry with modern machinery and largely increasing the output. The power will be supplied by two 125 horse-power Mumford boilers and a 250 horse-power Robb-Armstrong engine, which are being built by The Robb Engineering Co.

The Meriden Britannia Co., Limited, Hamilton, has been incorporated with \$50,000 capital.

The City Plate Glass and Mirror Co., Limited, Toronto, has been incorporated with \$50,000 capital.

The Macdonald Manufacturing Co., Limited, Toronto, has been incorporated with \$125,000 capital.

An addition is being built to the moulding shop in connection with Shurly & Dietrich's bedstead factory, Galt, Ont.

The Record Foundry and Machine Co., Limited, manufacturers of stoves, etc., Moncton, N.B., are increasing their capital stock from \$100,000 to \$250,000.

The Pacific Coal Co., Limited, have been incorporated to carry on business as coal miners, iron smelters, etc., in the Northwest. The provisional directors are: Sir W. C. Van Horne, Messrs. R. B. Angus, C. R. Hosmer, E. B. Osler, M.P., and W. D. Matthews. The capital of the company will be \$4,000,000, divided into 80,000 shares at \$50 each. The chief place of business will be Montreal.

RECOGNIZED SERVICES.

At the Nova Scotian Provincial Exhibition, held in Halifax a couple of months ago, was an exhibit of the products of Trinidad. In connection with the display, Mr. Charles Pickford, of Pickford & Black, Halifax, rendered a good deal of assistance. And now, the Agricultural Society of Trinidad, of which Mr. Edgar Tripp, the Canadian commercial agent, is secretary, has tendered him a vote of thanks and elected him a corresponding member of the society.

COIL CHAIN FIRM.

The Standard Chain Co., Pittsburg, represented by Alexander Gibb, Montreal, report that the market is firm on coil chain, and that they are getting more tonnage

than they can get out promptly. As a consequence, they are somewhat behind in shipments. This will have a tendency to stiffen prices, and higher values in the near future are not improbable.

PRICES ON BRUSHES.

Boeckh Bros. & Company, Toronto, who are revising their price list, announce that a general decline in brushes may be looked for. Some lines will not be changed, but in the majority of cases reductions will be made. They state that these declines have been made possible by the fact that they made unusually heavy purchases of raw materials when prices were low.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

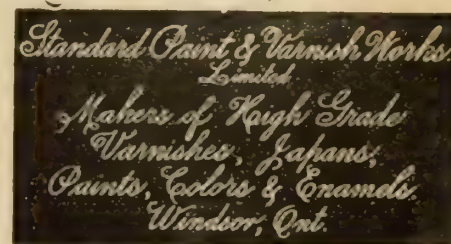
HARDWARE BUSINESS FOR SALE.

HARDWARE AND TINSMITH BUSINESS for sale. A splendid opening. Address, "Drawer 316, Regina, Northwest Territories." (51)

GOOD BUSINESS CHANCE.

ADVERTISER DESIRES TO EXCHANGE some valuable and most desirable real estate in and around Vancouver for a stock of hardware, worth, say, from \$3,000 to \$10,000. For further particulars, address Box 31, HARDWARE AND METAL, Toronto, Ont. (50)

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL.

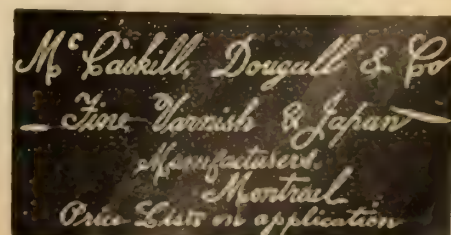
**KNOX HENRY**

Heavy Hardware and Metal Broker
Room 220½ Board of Trade, MONTREAL.

TACKS, CUT NAILS, WIRE NAILS, HORSE SHOES, HORSE NAILS, SPIKES, BOLTS, NUTS, ETC.

SPECIALTIES — "C" Brand Horse Nails — Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn-Caster Co., Limited, Birmingham, Eng.



HEATING AND PLUMBING

BOILER SHOULD BE CLEANED.

THE efficiency of many steam and hot-water heaters, remarks Metal Worker, is very seriously impaired by their surfaces in part being covered with fine ashes and soot. This not only interferes with heating the building, but also with the economy, for a boiler must be fired much heavier to do the work when its surfaces become insulated with such an accumulation. The reputation of a boiler in a locality may be run down and its sale reduced from no other cause. There is no class of boiler that is exempt from this trouble. Those of the indirect draft construction which have horizontal flues will soon have the bottom of the flues coated so that their value as heating surface is entirely lost, while the soot and accumulation on the sides and top of these flues will impair their heat-absorbing powers, in accordance with the thickness of the accumulation, from 10 to 25 per cent. If the boiler is of the tubular character, an examination will show that the coating the whole length of the tube will vary from 1-16 to $\frac{1}{4}$ in. in thickness, and sometimes even more.

These surfaces may be cleaned—it is customary, and the whole public are aware that a hot-air furnace must be cleaned out frequently. It ought to be cleaned out every year, although some will run their furnaces two or three years, until they fail to do good work, then they will have them cleaned. The slow firing that is done in steam and hot-water boilers during the early fall is well calculated to aid in collecting dust and soot, so that when the cold season comes and makes it necessary for more heat, it is difficult to get it. This period arrives about the time when the heating contractor has a little leisure, and if he will make a specialty of cleaning boilers and cater for this trade he will find it very profitable. It will only be necessary to keep a list of the houses in his town where boilers are used, and call the attention of these people to the fact that money expended in having the boiler cleaned will be more than repaid in the fuel saved and the benefit derived. A trite circular, or a little advertisement in the local newspaper, will bring in orders to have this work done.

It is only necessary to have men who are conscientious for doing this work and provide them with the proper tools. Wire brushes, scrapers and brushes suited to different constructions should be furnished to the men, and if their first operations are

inspected they will soon learn what is wanted and how to do it. From the fact that this is not altogether pleasant work, unless an intelligent man helps to devise means for doing the work with ease, it is apt to be slighted. With work of this character many other jobs will find their way to the shop, which will more than repay for the extra time, energy and attention that it may require.

ARRANGING A HOT WATER HEATING SYSTEM.

From J. S. Sunbury, Pa.—I am about to do a job of hot water heating and would like to know which would be the best way of heating a room 16x70 ft., having a 10-ft. ceiling. I intend using pipe for radiators. The boiler is in the cellar, 25 ft. from the front, and on the east side of the cellar. I will use $1\frac{1}{4}$, $1\frac{1}{2}$ and 2-in. pipe, but would like to know how much of the different sizes will be required. I can run a line of pipe on the east side of the building 26 ft. and on the west side the whole length of the building.

Answer.—A little calculation demonstrates that the building contains 11,200 cubic ft., and if a heating surface is provided allowing 1 square foot for every 30 cubic ft. of space it will be found that 373 square ft. of surface will be required for heating the building. The location of the surface will have a great deal to do with the successful heating, and in the absence of information as to whether the building is exposed on all sides we will assume that it is, and in consequence it will be better to arrange the heating surfaces on both sides of the building near the ends.

If pipe is used it will be better to arrange it in miter coils, bringing the hot water into the top of the mitre coil and taking the return from the bottom of the header at the opposite end. If the surface required is divided so that there will be 150 feet of surface on the east side and 225 feet on the west side, it will be well to again divide the surface, so that on the west side there will be 125 feet of surface at the north end and 100 feet of surface at the south end. On the east side the coil should have 90 feet of surface at the north end and 60 feet of surface at the south end. If possible, it will be better to arrange a portion of this surface across the ends of the building and use corner coils so that a part of the pipe will be along the end and a part along the side. The amount of piping for the different coils can be readily told by multiplying the square feet of surface by 2.3 if $1\frac{1}{4}$ inch pipe is to be used; by 2 if $1\frac{1}{2}$ -inch pipe is to be used, and by 1.6 if 2-inch pipe is to

be used. If arranged in mitre coils with headers, $1\frac{1}{4}$ -inch pipe is best adapted for the work. The larger coils should be fed with a $1\frac{1}{2}$ -inch flow pipe and have a return pipe of the same size. The smallest coil should have a $1\frac{1}{4}$ -inch flow and return pipe. There may be some advantage in using a 2-inch pipe from the boiler to the end of the building and connecting the radiators on each side by $1\frac{1}{2}$ -inch branches, making the return pipes of the same size.—The Metal Worker.

LUCK OF A TINSMITH.

THE New York Sun is responsible for the following tale: As an illustration of the eternal fitness of things, this story was told last week by a well-known lawyer who lives in Harlem and knows the tinsmith whose experience he related. The tinsmith was covering the roof of a Greenwich street building on the morning of the day when the Tarrant drug store blew up. The job was nearly complete, and to his disgust he found that he had underestimated the amount of tin needed by one small square. His shop was in Harlem.

He had put on all of the tinplates, leaving a bare spot the size of one plate, at noon, and he came off the roof and went to a restaurant for luncheon. He was debating whether he should ride clear up to 125th street for this one piece of tin or attempt to buy it down town when the series of explosions in the Tarrant drug house occurred.

The tinsmith was in the first crowd that gathered about the ruins, and when he had satisfied his curiosity he thought he would take just a look at the roof of the Greenwich street building to see if it had been injured. When he reached the roof he found it uninjured, and near the spot which he had been forced to leave bare, because he was short one piece of tin, lay a strip of tin. It was slightly bent, and it had evidently been used on one of the buildings which had been blown up. It was tin of the same size as that he had been using, and its flight in the air had not damaged it. The tinsmith promptly completed his roof with it. He has thus far resisted the suggestion of his friends that he tempt his luck further and play policy.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., Toronto, have contracts for plumbing and heating a warehouse for The Canada Biscuit Co., Limited,

ADVERTISING in WESTERN CANADA

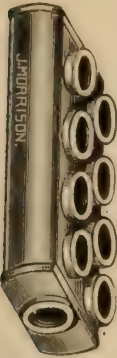
will be Carefully, Efficiently, and Promptly
attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



Manufacturers of

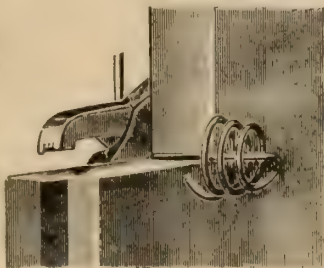
Heating Supplies

Pipe Fittings and Headers.
Large Manifolds made to Order
Steam Traps and Appliances, etc.

The ...
**Jas. Morrison Brass
Mfg. Co., Limited**
TORONTO.

**A..
Great
Loss**

averted by
using

**THE
KLONDIKE
SAMPLE
HOLDER.**

Holds samples in any position, needs no screws, is fixed
in a second, and samples are easily removed and re-
placed, so you have no loss with shop-worn goods.
Full particulars and free sample from the maker of

Bennett's Patent Shelf Box.

J. S. BENNETT

20 Sheridan Ave. TORONTO.
N. B. Boxes made to fit your present shelving.

...XMAS...

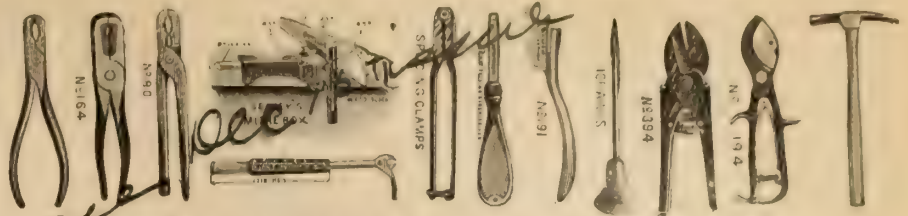
SILVERWARE AND SPECIALTIES

WRITE FOR CATALOGUE.

The **G. Weeton Mfg. Co.**

SALESROOMS:

Confederation Life Building, - - TORONTO,
Temple Building, - - MONTREAL.



SMITH & HEMENWAY CO., 296 Broadway, N.Y.

Also Razors, Strops, Glass Cutters, Etc.

Write for new Catalogue.

Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent

Manufactured only by..

THE STANDARD CHEMICAL CO., Limited

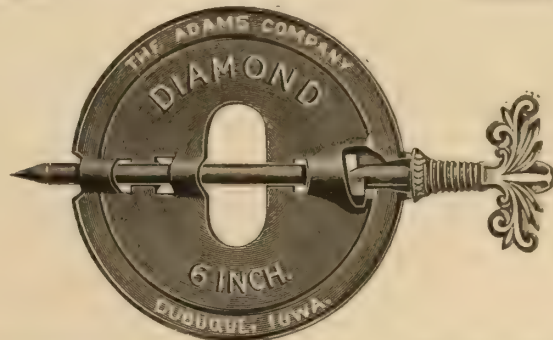
Factories { Fenelon Falls.
Deseronto.

Gooderham Building, TORONTO

DIAMOND STOVE PIPE DAMPER.

U.S. Patent June 25th, 1895.

Canadian Patent December 15th 1894



Nickle
Handle.

Made by **The Adams Company, Dubuque, Iowa, U.S.A.** **A. R. Woodyatt & Co., Guelph, Ont.**

LEADER CHURN

New Century Improvements.

FOUR DIFFERENT STYLES:

- A—Steel Frame with double reversible Steel Lever.
- B—Wood Frame with double reversible Steel Lever.
- C—Steel Frame with Crank.
- D—Wood Frame with Crank.

Styles A and B may be operated from a sitting
or standing position.

Steel Frames and Hoops beautifully ALUMINIZED.
All LEADER CHURNS are equipped with BICYCLE BALL
BEARINGS and PATENTED CREAM BREAKERS.
Stands are so constructed that they are particularly strong
and rigid, and there is nothing to interfere with the
placing of pail in the most convenient position for drain-
ing off buttermilk.

It Pays to Have the Best. None are Better Than the Leader.

THE

Dowswell Manufacturing Co.

Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son, Montreal, Que.



TRADE



MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

at the corner of King and Bathurst streets; a new house on Bloor street west for Dr. Porter, and two residences on Brunswick avenue for Isaac W. W. Plews.

The Bennett & Wright Co., Limited, Toronto, have the contract for plumbing and heating John Northway & Co.'s new warehouse on Wellington street west.

PLUMBING AND HEATING NOTES.

THE Winnipeg Incandescent Gas Lamp Co., Winnipeg, have sold out to The Andre Arms and Cycle Co.

David & Alarie have registered partnership as contractors in St. Louis de Mile End, Que.

Alex. Desmarteau has been appointed curator of Abel Prevost, contractor, St. Genevieve, Que.

Cope & Frey, dealers in gas and electric fixtures, etc., Vancouver, have suffered damage by fire; insured.

Considerable interest is manifested in the contract for plumbing, heating, etc., in the Grand Trunk's new freight offices, Montreal. In addition to several Montreal firms three Toronto companies, Purdy, Mansell & Co.; The Bennett & Wright Co., Limited, and Wm. Maguire & Co., are tendering for the contracts.

H. G. Kitchen & Co., lately Kitchen & Shea, Fredericton, N.B., have sold out their tinsmith and plumbing business to two of their workmen, Edward Hurley and John McGoldrick. The new firm have taken possession and H. G. Kitchen remains with them for a short time, and will later on go with The Kitchen Mercantile Company, in which concern he has a financial interest. Both members of the new firm are experienced and expert metal workers and plumbers and they have had several years' experience in the business.

TORONTO BUILDING PERMITS.

BUILDING permits have been issued in Toronto to F. H. Little, for a two-storey brick residence at 254 Avenue road, to cost \$2,500; to J. M. Brown, for a two storey and attic residence at 105 Tyndal avenue, to cost \$3,000; to the Bishop Strachan School Board, for alterations to the school at the corner of Terauley and College streets, to cost \$7,000; to Mrs. Marjorie Murray, for a two-storey building at 26 Westmoreland street, to cost \$1,500; to the Separate School Board, for a residence on Bond street, near Wilton avenue, to cost \$20,000. The total amount of the building values shown by permits issued during November was considerably in excess of the amount for November of last year, but the total for 1900 to date is still

behind the total for 1899 up to the end of November. Last month the permits showed a total of \$200,495, and in November, 1899, \$172,715. The total for this year to date is \$1,831,251, and for 1899 to the end of November, \$1,950,925.

SOME BUILDING NOTES.

A new Masonic Hall is being built in Woodbridge, Ont.

A technical school building is to be erected in Brantford, Ont.

Dr. Holmes intends erecting a two-storey block in New Westminster, B.C.

The Latter Day Saints, Stratford, Ont., intend erecting a church in that city.

Thomas White intends building a residence in Avonbank, Ont., next spring.

A \$30,000 wing is to be added to the Russell House, Ottawa. Plans are now being prepared.

The St. Lawrence Starch Co. contemplate erecting a number of houses, for the use of their employes, in the spring.

The London Opera House is to be enlarged next spring. Plans have already been prepared for a building to hold 1,600 people, whereas the present building will only hold 1,100.

The Hull corporation has decided to exempt the property of the Pontiac and Pacific and Gatineau Valley Railway Companies within the city limits from taxation for fifteen years, provided the railway employes live in Hull and the companies build station premises, to cost \$4,000, within a year.

A CAUTION TO COMMERCIALS.

A story has been going the round of business circles which shows the unwisdom of discussing the financial standing of people unless you know precisely where you are and to whom you are talking. Four commercials having met in a well-known house of call, one of the quartette hinted that a certain firm with whom they each did business was in a shaky condition. The rumor spread rapidly, and soon the retail house in question was besieged with requests for the settlement of accounts. Fortunately, they were able to meet all demands, and the storm was safely weathered.

When the sky cleared, however, the proprietors of the business thought it would be worth while to learn the why and the wherefore of this attack upon their credit. By the exercise of some patience and much ingenuity the mistaken rumor was eventually traced home to its authors, and each of the four has been offered the alternative of paying a substantial sum to a charity or being proceeded against according to law.—Ironmonger.

IN CANADA

WHERE THE CLIMATIC
CONDITIONS ARE SEVERE,
THE PROPER PRESERVATIVE IS

WHITE LEAD--

CORRODED BY THE
"OLD DUTCH PROCESS"--
GROUND IN PURE, REFINED
LINSEED OIL.

THE GENUINE WHITE LEAD

MANUFACTURED BY

THE
**CANADA PAINT
COMPANY,**
**IS PURE
AND FREE**

FROM ALL GRITTY, EXTRANEOUS
OR FRIABLE PARTICLES.
IT IS UNEQUALLED FOR--

**ECONOMY,
DENSITY,
BRILLIANCY,
COVERING
PROPERTIES AND
DURABILITY.
WHITE LEAD**

IS THE POPULAR COVERING
PIGMENT THE WORLD OVER!

THE
**CANADA
PAINT
COMPANY,**
LIMITED,
LEAD GRINDERS,
**MONTREAL
AND
TORONTO.**

STEEL CASTINGS.

ACCORDING to a French scientist, M. Tissot, the first steel castings made their appearance 50 years ago; but it is only during the last few years that they have been produced in such quantities as to permit of their manufacture being regarded as one of the triumphs of metallurgy. It is on this account that the committee of the present Congress thought it would be interesting to set forth the present state of the question, and to make known the place which steel castings (which affect the most complicated forms, while at the same time standing the effect of shocks) have made for themselves, with the service they are calculated to render, thus advantageously replacing ordinary castings on the one hand, and expensive forgings on the other.

Steel castings really date from the time when improvements in heating permitted of obtaining in the crucible furnace a metal sufficiently sound and liquid to produce them; and it is to the Essen and Bochum works that belongs the honor of having achieved the first results between 1850 and 1860.

Many others attempted this manufacture; but its special difficulties and the impossibility, as a rule, of obtaining a sufficient quantity of metal for a large casting, limited the application of these new products. The results with the Bessemer converter were unsatisfactory, while those with the Martin furnace were not much better; and it required the labors of Tchernoff, followed by those of Creusot and Terrenoire engineers, to obtain the uniform and practical results which permitted steel castings to be made currently about the year 1885. At the same time there appeared the Robert converter, which, employed at once for these castings, afforded products of excellent quality. Exhibitors at Paris in 1889 who used crucible, Martin or Robert furnaces proved, by the fine castings shown, that the problem was solved; but to thoroughly understand the progress made it is necessary to have a just idea of the main difficulties encountered.

THE QUICKSILVER OUTPUT.

The world's production of quicksilver appears to be falling off rapidly. The total supply in 1899 was about 95,000 flasks from Spain, Italy, Austria, and California, the principal sources of supply. The production of the Cinnabar mines of California has declined from 79,900 flasks in 1888 to only 28,100 in 1899. The principal mines of Spain and Austria are the only other producers of importance. Spain produced 39,340 flasks in 1899, and Austria only 15,000.

Hay Bale Wire!

Customers say our brand is the best they have used. Order sample coil on.

Chalcraft Screw Co., Limited, Brantford, Ont.



"DAISY" CHURN

Has tempered steel cased bicycle ball bearings, strongest, neatest and most convenient frame. Only two bolts to adjust in setting up. Steel Bow Levers, suitable for either a standing or sitting posture. Has four wheels and adjustable feet to hold stand steady while churning. When churn is locked to stand the bow can be used as handles to move it about on the front wheels as handy as a baby carriage. Open on both sides to centre, giving free space for pail. Made with wood or steel stands, with Cranks only, or Bow Levers as desired.

Vollmar Perfect Washer

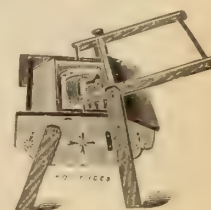
Has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine.

THE

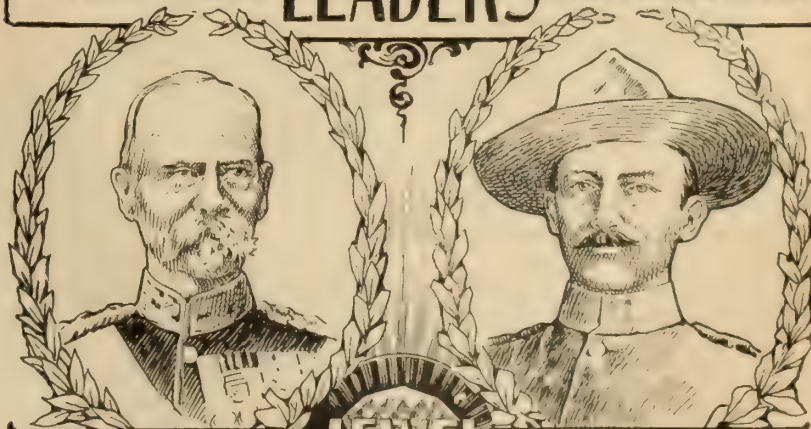
Wortman & Ward Mfg. Co., Limited

LONDON, ONT.

Eastern Branch, 60 McGill Street, Montreal, Que.



THEY ARE LEADERS IN THEIR LINE



SO ALSO ARE JEWEL STOVES & RANGES

The

Manufactured by

Burrow, Stewart & Milne Co.

Limited

HAMILTON, ONT.



NEW CATALOGUE now ready.

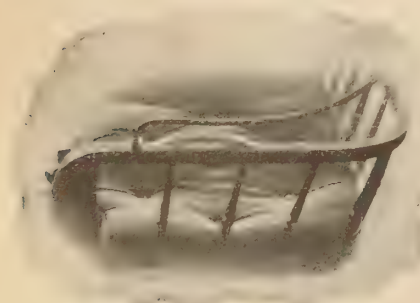
Above cut will be sent to any customer for advertising in local papers.

CLIMBING GRADES USING A GRADOMETER.

A GRADOMETER FOR AUTOMOBILES AND BICYCLES.

VERY few automobile or cycle riders have an accurate idea of the grade per cent. they can climb. If their machine goes up easily they are apt to underrate the grade per cent.; while, on the other hand, if it is hard work to get up, they are apt to greatly overrate the grade per cent.

The grade that an automobile will climb has been as much overrated by manufac-

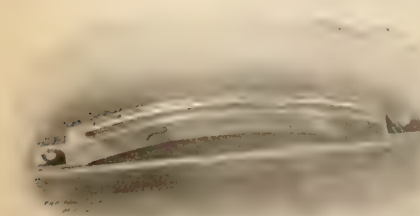


turers and users, as has the horse power that the motor would develop.

There has been no convenient instrument with which to measure the grade. Pendulums with a graduated circle have been tried, and they answered fairly well when at rest, but, besides being very bulky, they were entirely unreliable. When attached to a vehicle under motion the vibration would cause the pendulum to swing back and forth so readings could not be taken.

The Adams Company, of Dubuque, Iowa, have just placed upon the market an attractive little instrument that may be attached to the side of the seat of any vehicle or to the top tube of a bicycle, and the grade the vehicle is ascending or descending may be determined at a glance.

Gradometer is the name given to the instrument, and it consists of a nickel-plated casing, six inches long, containing a curved glass tube filled with spirits, leaving a



small bubble which acts the same as a spirit level.

The casing has graduations on one side of the opening, and figures from 0 to 30 each way from the centre on the other side, so the per cent. of grade can be read from

the level to 30 per cent., either ascending or descending.

In one of the half tone cuts is shown a gradometer attached to the left side of a vehicle seat. (It can be attached to either side.) The other cut is an enlarged view showing the gradometer on a grade of 13½ per cent.

A gradometer is of great convenience to any one contemplating the purchase of an automobile. It can be carried about in the pocket, and when placed upon the ground or upon the curb the grade per cent. can be accurately determined. Or it can be attached to the seat of any horse-drawn vehicle, and by driving over and noting the grades in his vicinity, he can readily determine whether an automobile guaranteed to negotiate a certain grade will be suitable for his use. It is of much more importance to a purchaser to know whether he can get up certain hills than to know what horse power the motor will develop. When manufacturers sell their vehicles with a guarantee that they will go up a hill of a given per cent. grade at a given speed, and will travel hard level roads at a given speed, much of this talk about climbing 40 per cent. grades and 15 horse power engines will cease.

With a simple, accurate, inexpensive instrument on the market that will enable anyone to determine grades, an honest manufacturer need no longer hesitate to make a guarantee what his machine will do.

BAD BUSINESS ETHICS.

STEALING your neighbor's trade-mark or copying his ideas in style of goods is bad ethics. Be original, whatever you are. Let every man enjoy the benefit of his own brain work. There is many a man that would not wrong his neighbor of a single penny, who thinks it no harm to steal his neighbor's ideas by making a poor imitation of his goods or by copying his style of label; yes, and sometimes the robber gets so bold that he will steal the original name. In the words of Shakespeare:

Who steals my purse, steals trash;
But he, that filches from me my good name
Robs me of that which not enriches him,
And makes me poor indeed.

All these acts are very, very bad ethics, and certainly not honest, or, indeed, worthy of those who claim to be gentlemen; they would do well to take a little time for the study of the Golden Rule. Cutting prices, cheapening the quality to gain trade is bad ethics. Very liberal credit to parties who have little or no standing, paying freight, allowing cash discount long after the stated time (10 days) has expired, queer and one-

sided contracts for indefinite lengths of time, with the option to the buyer to cancel at any time he may choose; giving special discounts, rebates, or chromos—all these are contrary to ethics.—George Close.

HONORS AT PARIS.

THE accompanying engraving is a facsimile of the Gold Medal awarded McClary's "Famous" stoves at the Paris Exposition, 1900. The McClary Manufacturing Co. have a right to feel proud of obtaining honors in competition with the whole world. They not only came out ahead of all Canadian manufacturers, but stand second best in all the world. Besides being large manufacturers of stoves, ranges, and all heating apparatus, they manufacture full lines of tinware and enameled ware, and can supply everything for the tinsmith and housefurnishing trade. Following the results of the exhibit, and the high quality of the goods, this company have had inquiries from all quarters of the globe, and have recently received an order



from one house in London, Eng., for the shipment of "200 stoves per week until advised," which order they are at present working their full plant on.

PUTTY.

A widespread delusion prevails amongst painters and the public generally that putty contains white lead. This is not the case. White lead is never put into ordinary putty, and will never be found there unless specially stipulated for. Putty should consist of whiting ground in pure linseed oil, and if so made it will fulfil all the purposes for which it is intended, but painters and plumbers must remember that, if they will insist upon buying putty at 4s. to 4s. 6d. per cwt. when linseed oil costs from 2s. 9d. to 3s. per gal., they cannot expect to get a linseed oil putty, for it simply cannot be made at the price. Whatever may have been the case three or four years ago, it is quite impossible in the present state of the market to make good putty for less than 5s. 6d. per cwt., and something must be allowed for profit to the maker. Those who buy the article under about 6s. or 6s. 6d. are themselves to blame if they find that it will not harden.

HENRY ROGERS, SONS & CO.,

SHEFFIELD, ENGLAND

Manufacturers of the celebrated



HRS & CO

UNION JACK CUTLERY

We make a specialty of

**PLATED WARE,
FRUIT KNIVES, ETC.**

Our Canadian Representative carries a full line of samples.

Canadian Office:

6 St. Saorament St., MONTREAL

F. A. YORK, Manager.



Spiral Tubular Radiators

E. T. WRIGHT & CO.
Hamilton, Ont.

Sole Agents for Canada.



"JARDINE"

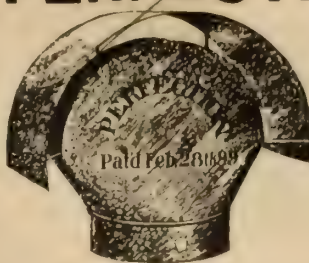
**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.
HESPELER, ONT.**

PERFECTION VENTILATOR



Patented Feb. 28, 1899.

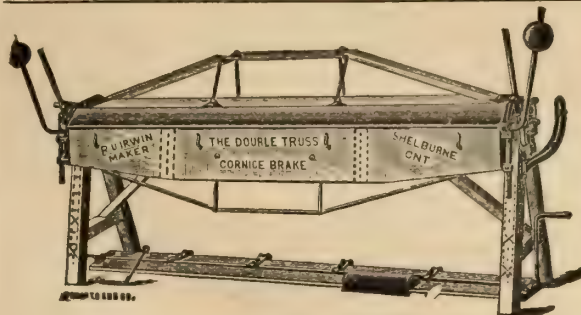
New, Simple, Ornamental, Effective and Storm Proof. The REAL THING to produce perfect ventilation.

WRITE FOR PRICES TO

BERGER BROS. CO.

231-237 Arch St.,

PHILADELPHIA



This eight-foot Brake bends 22-gauge iron and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co.

SHELBURNE, ONT.

The Latest and Best.

**H. & R. Automatic Ejecting
Single Gun.**

Model
1900.



Harrington & Richardson Arms Co.

Worcester, Mass., U.S.A.

Descriptive Catalogue on request.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

STEVENS IDEAL, NO. 44



STEVENS IDEAL No44

This is as reliable and accurate a rifle as can be constructed. Placed at a moderate price to meet the demand for such a rifle. It is recommended without qualification and fully guar-

anteed. Made in the following styles:

.22 Long-Rifle R. F., 25 Stevens R. F., and .32 Long R. F. Standard length of barrel for rim-fire cartridges, 24 inches. Weight 7 1/4 pounds.

.25-20 Stevens C. F., .32-40 C. F., .38-55 C. F., and .44-40 (.44 W. C. F) Standard length of barrel for center-fire cartridges, 26 inches. Weight, 7 3/4 pounds.

Half-octagon barrel, oiled walnut stock and fore-arm, rifle butt, case-hardened receiver, sporting rear and Rocky Mountain front sight.

Price, with standard length of barrel, \$13.00.

Can be obtained of any of the leading jobbers in Canada at liberal discount from this price.

Send for complete catalogue of our full line of Rifles, Pistols and Machinists' Tools.

J. Stevens Arms & Tool Co., P. O. Box 217, Chicopee Falls, Mass., U.S.A.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT

TWINE MILLS.

1078 BLOOR STREET WEST

TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared to furnish the best made goods in the market at closest prices and make prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HARDWARE FOR THE HOLIDAY TRADE.

[Extracts from letters in Iron Age].

THE experience of a well-known house.—About four years ago we came to the conclusion that we were not selling as many goods in the month of December as we could sell, and we made up our minds to secure part of the holiday trade. We took a large ad. in each of the dailies and weeklies during the month of December. We made a special drive on pocket knives, razors and fine cutlery. The next year we put in a nice line of drop gas lights, and added to our stock of carvers and put in a small line of iron toys, such as banks, cars, wheelbarrows, wagons, toy trucks, saw bucks, small saws, vises and a number of such articles to be used by children. This year we have put in several hundred dollars' worth of this class of goods, and have added a large line of toy iron stoves, coffee mills, toy dust pans, toy beds and, in fact, most everything in the toy line that is made of iron and steel. We have considerably more than doubled our trade for the month of December, and with very little additional expense. We are very sorry we did not get into this line of goods years ago.

Early Display.—Displaying goods suitable for Christmas trade some time previous to the holidays is desirable.

Holiday Goods Exclusively.—We have recently placed in our store two large showcases, calculated to display to better advantage our stock of cutlery during the holiday season. At this time of the year we also make cutlery displays every week in one or the other of our windows, and for two weeks before Christmas we display nothing in our windows but what might be termed holiday goods. We do not, however, go outside of our regular line during the holiday season, as we think there are enough things in the hardware and cutlery store to make a satisfactory holiday business.

Effective Display.—Our prominent display of these goods creates a desire which is only satisfied by purchasing. An increased number of sales is the result.

Conspicuousness — Prominence given holiday goods in the store undoubtedly increases sales.

Showcases.—Change the dressing of the showcases, bring to the front all the bright goods, such as bathroom fittings, call bells, etc., and sending temporarily to the rear machinists' and carpenters' tools and door-trimmings.

Table display.—I have tables put up in the middle of the floor and have all the

seasonable goods shown on them and on the counters, so that they will be close to the customers.

Attention in the Store.—It is well for one man in a store to be appointed not to wait on any trade, but to see that all trade is waited on, or such customers as cannot be attended to promptly should be asked to wait a short while until they can be served.

Making Ready.—There should be a look out through the whole year for special articles which might be offered for holiday trade, and a prompt receipt of goods bought especially for such trade, and such goods should be bought in sufficient quantity to fill orders properly during the holiday season.

The Salesman's Help.—If a customer comes into your place of business to purchase a present he generally buys something. As a rule, his ideas are not positively formed, nor is he running from one store to another comparing prices, but, with help from the salesman, generally decides on some article from your stock.

Individual Solicitation.—Get goods in early and put them in the rear of the store or in second storey; pick out some of your best customers and confidentially show them your line, suggesting that some article would be a very nice gift for a certain "dear friend" of the young man or lady as the case may be. In almost every case the party will buy then or later.

A Formal Invitation.—It has been our custom for some years to issue, at least one month before Christmas, an invitation to visit our store and examine the stock purchased expressly for holiday trade. This method has been the means of bringing the best class of trade to us. We issue the announcement in the form of a neatly gotten up folder or card, and some years have enumerated in alphabetical order many of the special goods designed for gifts, extending a cordial invitation to inspect them. Our sales have been augmented in many departments.

Working Through the Children.—For several weeks before Christmas we exhibit a full line of the best grade of iron toys. By this display we interest the children; the children bring their parents, and the parents buy. While the children are handling and examining the toys, our clerks draw the parents' attention to cutlery, granite, silver and nickel plated wares, roasters, lamp goods, sweepers and sporting goods, which make appropriate as well as useful presents.

Attract the Ladies' Attention.—Holiday presents are sought after and purchased by

the ladies. Of course gentlemen buy holiday presents, but they are in nine cases out of ten coached by their woman friends or relatives, consequently the only way of securing good results is to attract the attention of the ladies.

Working for Trade.—We get our trade by advertising for it, making a show of the stuff and dressing our window equal to any other store in the city. We think any live hardwareman can get his part of the holiday trade if he will work for it. In fact, we never get anything unless we work for it. This is our experience extended over a number of years.

A PLEASANT INCIDENT.

DURING the recent twentieth annual convention of The Sherwin-Williams Co., held at Cleveland last week, a pleasing incident occurred, when the manager of their Canadian division, Mr. C. C. Ballantyne, presented a handsome gold locket, suitably engraved, to Mr. Fred. C. Donnison, on behalf of his associate travelers in the Canadian division, as a slight token of their esteem and regard for him, on the occasion of his severing his connection with the Montreal house, to accept the position of foreign traveling representative of The Sherwin-Williams Co.

Mr. Ballantyne made a few appropriate remarks expressing his regret, and that of everyone connected with the Canadian division, at losing such a valued and old friend as Mr. Donnison. Mr. Donnison has successfully represented The Sherwin-Williams Co. in the Maritime Provinces for a number of years, and, on account of his great success there, has been appointed to travel abroad for them.

Mr. Donnison said he was not able to fittingly respond as he was taken so much by surprise at this expression of good-will on the part of his Canadian associates in The Sherwin-Williams Co. He regretted very much having to part with such good and loyal friends, but he was still employed with The Sherwin-Williams Co., and, though he might be far apart from his friends, especially those in Canada, he would always wear the handsome locket he had just been presented with, with the greatest pleasure, and it would always serve as a pleasant reminder of his many good friends in Canada.

After several other speeches had been made congratulating Mr. Donnison on his promotion, and wishing him "bon voyage" when he sails for Australia next month, the pleasant little gathering broke up with three cheers for The Sherwin-Williams Co. and Mr. Donnison.

"MIDLAND" BRAND Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

James Warnock & Co., - Galt, Ont.

CURRENT MARKET QUOTATIONS.

December 7, 1900.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 33½ 0 34½

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box \$7 00
I.C., usual sizes. 8 50
I.X., " 10 00
Famous—
I.C. 7 50
I.X. 8 50
I.X.X. 9 50

Raven & Vulture Grades—
I.C., usual sizes. 5 00
I.X. 6 00
I.X.X. 7 00
I.X.X.X. 8 00
D.C., 12½ x 17. 4 75
D.X. 5 50
D.X.X. 7 50

Coke Plates—Bright
Bessemer Steel—
I.C., usual sizes. 4 80
I.C., special sizes, base. 4 50
20x28. 8 75

Charcoal Plates—Terne
Dean or J. G. Grade—
I.C., 20x28, 112 sheets. 8 75
I.X., Terne Tin. 10 75

Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x56, 50 sheet box. Per lb. 0 07
" 14x60. 0 07½
" 14x65. 0 07½

Tinned Sheets.
72x30 up to 24 gauge. 0 08 0 08½
" 26 " 0 08½ 0 09
" 28 " 0 09 0 09½

Iron and Steel.
Common Bar, per 100 lbs. 1 65
Refined. 2 15
Horse Shoe Iron. 2 05
Hoop steel, 1½ to 3 in. base,
extra for smaller sizes. 3 10
Sleigh Shoe Steel " base. 2 00
Tire Steel. 2 00
Machinery iron finish. 2 05
Cast Steel, per lb. 0 00
" " 2 30
T. Smith & Co's special cast steel, per lb. 0 13
Jestop's Tool Steel. 0 13

Boiler Tubes.
1½ inch. 0 21½
2 " 0 13½
2½ " 0 16
3 " 0 17½

Steel Boiler Plate.
¼ inch. 2 25
3-16 inch. 2 25
½ inch and thicker. 2 25

Black Sheets.
18 gauge. 3 10
20 " 3 10
22 to 24 " 3 20
24 " 3 30
28 " 3 40

Canada Plates.
All dull, 52 sheets. 3 15
Half polished. 3 25
All bright. 3 85

Iron Pipe.

Black pipe—
¾ inch. 3 10
1 " 3 10
1½ " 3 35
2 " 4 75
2½ " 6 50
3 " 7 70
4 " 10 70
2½-6 inch, discount 55 to 55 and 10 p.c.
Galvanized pipe—
¾ inch. 4 65
1 " 5 15
1½ " 7 40
2 " 10 10
2½ " 12 15
3 " 16 25

Galvanized Sheets.

16 gauge. 4 50
18 to 24 gauge. 4 35 4 20 4 35 4 35
26 " 4 60 4 45 4 35 4 60
28 " 4 85 4 70 4 50 4 85
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb. 7 50
" 5-16 " 4 75
" 7-16 " 4 25
" 1 " 3 75
" 1½ " 3 50
" 2 " 3 25
" 3 " 3 25

Halter, kennel and post chains, 4" and 50 p.c.
Cow ties. 40 p.c.
Stall fixtures. 35 p.c.
Trace chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.

English B. S., ton lots. 0 19 0 20
Lake Superior. 0 19 0 20
Bolt or Bar.
Cut lengths round, ½ to ¾ in. 0 23½ 0 25
" round and square
1 to 2 inches. 0 23½ 0 25

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60. 0 23 0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes. 0 23 0 23½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Tinned copper sheets. 0 26
Planished. 0 32
Braziers (In sheets.)
4x6ft. 25 to 30 lbs. ea., per lb. 0 25½
" 35 to 45 " 0 24½
" 50-lb. and above, " 0 23½

Boiler and T. K. Pitts.
Plain Tinned, per lb. 0 28
3 pun, per lb. 0 32

Brass.

Rod and Sheet, 14 to 30 gauge, 15 percent. 0 24 0 25
Sheets, hard-rolled, 2x4. 0 24 0 25
Tubing, base, per lb. 0 24 0 25

Zinc Spelter
Foreign, per lb. 0 06 0 06½
Domestic. 0 06 0 06½

Zinc Sheet.
5 cwt. casks. 6 75 7 00
Part casks. 7 00 7 50

Lead.
Imported Pig, per lb. 0 04½ 0 05
Rar. 1 lb. 0 05½ 0 06
Sheets, 2½ lbs. sq. ft., by roll. 0 05½ 0 06
Sheets, 3 to 6 lbs., " 0 05½ 0 06

NOTE.—Cut sheets ½ cent per lb. extra Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths lists at 7½ cents.

Shot.
Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.
Discount, 60 and 10 per cent. on medium and extra heavy, and 60 per cent. on light.

Solder. Per lb. Per lb.
Bar half-and-half. 0 20 0 20½
Refined. 0 19½ 0 20
Wiping. 0 19 0 19½

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brandvansy according to composition.

Antimony.

Cookson's, per lb. 0 11 0 11½

White Lead.

Pure. 6 62½
No. 1 do. 6 25
No. 2 do. 5 87½
No. 3 do. 5 10
No. 4 do. 5 12½
Munro's Select Flake White. 7 12½
Elephant and Decorators' Pure. 6 87½

Red Lead.

Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kgs., per cwt. 5 00

White Zinc Paint.

Elephant Snow White. 0 08 0 09
Pure White Zinc. 0 08 0 09
No. 1. 0 06 0 07½
No. 2. 0 05 0 06½

Dry White Lead.

Pure, casks. 5 75
Pure, kegs. 6 25
No. 1, casks. 5 50
No. 1, kegs. 5 00

Prepared Paints.

In ¼, ½ and 1 gallon tins.
Pure, per gallon. 1 20
Second qualities, per gallon. 1 00
Barn (in bbls.) 0 75
The Sherwin-Williams Paints. 1 45
Canada Paint Co's Pure. 1 20
Sanderson Peary's Pure. 1 20
Stewart & Wood's Champion Pure. 1 20

Colors in Oil.

25 lb. tins, Standard Quality.
Venetian Red, per lb. 0 05
Chrome Yellow. 0 11
Golden Ochre. 0 06
French. 0 05
Marine Black. 0 09
Green. 0 09
Chrome. 0 08
French Imperial Green. 0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls. 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls. 2 75
Yellow Ochre (Royal). 1 10 1 15
Brunelle Ochre. 2 00
Venetian Red (best), per cwt. 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 25 2 00
Canadian Oxides, per cwt. 1 75 2 00
Super Magnetic Oxides, 93 p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10
Umber, " 0 10
do Raw. 0 09
Drop Black, pure. 0 09
Chrome Yellows, pure. 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre. 0 03½

Ultramarine Blue in 28-lb boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar Color, per 100 lb. 1 25
English Vermilion. 0 80
Pure Indian Red, No. 45, lb. 0 80
Whiting, per 100 lb. 0 55

Blue Stone.

Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 08

Putty.

Bulk in bbls., (In 5-gal. lots.) 1 95
Bulk in less quantity. 2 10
Bladders in bbls. 2 10
Bladders in kegs, boxes or loose. 2 25
Bladders in 25-lb. tins. 2 35
Bladders in 12½-lb. tins. 2 60
Bladders in 10-lb. tins. less than 100 lb. 2 80

Varnishes.

Carriage, No. 1. 2 90 3 30
" body. 8 00 9 00
" rubbing. 4 00 5 00
Gold Size, Japan. 3 00 3 40
Brown Japan. 2 40 2 80
Elastic Oak. 2 90 3 30
Furniture, extra. 2 40 2 80
" No. 1. 1 60 2 00
Hard Oil Finish. 2 70 3 10
Light Oil Finish. 3 20 3 60
Demar. 3 30 3 70
Shellac, white. 4 40 4 80
" orange. 4 00 4 40
Furniture Brown Japan. 1 0 2 0
Black Japan. 2 40 2 80
No. 1. 1 60 2 00

The Imperial Varnish & Color Co's., Limited.

Elastilite Varnish
1 gal. can, each. \$2.00.

Granatine Floor
Finish, per gal. \$2.00.

Maple Leaf
Coach Enamels;
Size 1, 10c; Size
Size 2, 35c; Size
3, 20c. each.

Linseed Oil.

1 to 4 bbls delivered. Raw. Boiled.
5 to 9 bbls. \$8 81 \$8 85
Toronto, Hamilton, London and Guelph
2c. less.

Turpentine.

Single barrel, freight allowed. 0 61
2 to 4 barrels. 0 63

Castor Oil.

East India, in cases, per lb. 0 10 0 10½
small tins. 0 10½ 0 11

Cod Oil, Etc.

Cod Oil, per gal. 0 50 0 55
Pure Olive. 1 20
" Neatsfoot. 90

Glee.

Common. 0 08½ 0 09
French Medal. 0 14 0 14½
Cabinet, sheet. 0 12 0 13
White, extra. 0 18 0 20
Gelatine. 0 22 0 30
Strip. 0 18 0 20
Conners. 0 19 0 20
Huttner. 0 18

Imperial Varnish & Color Co's., Limited.

Elastilite Varnish
1 gal. can, each. \$2.00.

Maple Leaf

Coach Enamels;
Size 1, 10c; Size
Size 2, 35c; Size
3, 20c. each.

Linseed Oil.

1 to 4 bbls delivered. Raw. Boiled.
5 to 9 bbls. \$8 81 \$8 85
Toronto, Hamilton, London and Guelph
2c. less.

Turpentine.

Single barrel, freight allowed. 0 61
2 to 4 barrels. 0 63

Castor Oil.

East India, in cases, per lb. 0 10 0 10½
small tins. 0 10½ 0 11

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p.c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p.c.
Central Fire Pistol and Ride, 10 p.c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military,
Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p.c. to list. B.B. Caps, discount 40
per cent. Amer.
Loaded and empty Shells, "Trap" and
"Domination" grades, 25 per cent. Rival
and Nitro, net list.
Brass shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4-lb
bags, 1 00
Best thick brown or grey felt wads, in
3/4-lb. bags, 0 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges
Best thick white card wads, in boxes
of 100 each, 10 gauge, 0 35
Best thick white card wads, in boxes
of 100 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge, 0 25
Thin card wads in boxes of 1,000
each, 8 gauge, 0 25
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 1 40
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb. 10 0 12 1/2
Anvil and Vise combined, 4 50
Wilkinson & Co's Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co's Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p.c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 6 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 p.c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00
Axle Grease.
Ordinary, per gross, 5 75 6 00
Best quality, " 13 00 15 00

Bath Tubs.

Zinc, 3 90 4 00
Copper, discount 40 and 10 p.c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim, 1st quality, 30 0
2nd, 22 00
Anti-Friction Metal.
Tandem " A, per lb. 0 27
" B, " 0 21
" C, " 0 11 1/2
olia Anti-Friction Metal, per lb. 0 25

SYRACUSE MELTING WORKS.

Aluminium, genuine, 0 45
Dynamo, 0 23
Special, 0 25
Aluminium, 99 p.c. pure "Syracuse", 0 50

Bells.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.
Door.
Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 45 per cent.

Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40

Bel lows.
Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belt ing.
Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p.c.

Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Expansive.
Gilmour's, 47 1/2 to 50 per cent.
Clark's, 40 per cent.

Gimlet.
Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.
All sizes, per lb., 0 07 1/2 0 12
Bolts and Nuts. Per cent.
Carriage Bolts, full square, Norway, 70
full square, 70
Common Carriage Bolts, all sizes, 65
Machine Bolts, all sizes, 65
Coach Screws, 75
Sleigh Shoe Bolts, 75
Blank Bolts, 65
Bolt Ends, 65
Nuts, square, 4 p.c. off
Nuts, hexagon, 4 p.c. off

Tire Bolts, 67 1/2
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 6 c.
Plough Bolts, 60

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.
Discount, 55 per cent.

Broilers.
Light, dis., 65 to 67 1/2 per cent.
Reverable, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.
German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per doz., 45 00

Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.
Wrought Brass, net revised list
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair, 0 40 0 65
Carpet Stretchers.
American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross, 50 9 50
Cement.
Canadian Portland, 2 80 3 00
English, " 3 00
Belgian, " 2 75 3 00
Canadian hydraulic, 1 25 1 50

Chalk.
Carpenters, Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, " 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60 10 and 5 p.c.

Churns.
Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, \$8
p.c.; from stock in Montreal, 56 p.c.
Terms, 4 months or 3 p.c. cash in 30 days

Clips.
Axle dis. 65 per cent.

Closets.
Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
oval, 17 x 14 in., 1 55
19 x 15 in., 2 30

Compasses, Dividers, Etc.
American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.
Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair, 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern, " 20

Door Springs.
Torrey's Rod, per doz., (15 p.c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.
Hand and Breast.
Millar's Falls, per doz., net list.
DRILL BITS.
Morse, is., 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz., 1 80
No. 2, per doz., 1 60
Bright, 20c. per doz. extra.

ESCUTCHEONS.
Discount, 45 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES.
Black Diamond, 50 and 10 to 60 per cent
Kearney & Fote, 60 and 10 p.c. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.
Hay, manure, etc., dis., 50 and 10 per cent
revised list.

GLASS—Window—Box Price.
Star D. Diamond
Size Per Per Per Per
United 50 ft. 100 ft. 50 ft. 100 ft.
Inches.
Under 26, 2 10 4 00
26 to 40, 2 30 4 35
41 to 50, 4 75 6 65
51 to 60, 5 00 7 25
61 to 70, 5 35 8 50
71 to 80, 5 75 9 90
81 to 85, 6 50 11 70
86 to 90, 7 50 14 00
91 to 95, 8 50 15 50
96 to 100, 10 00 18 00

GAUGES.
Marking, Mortise, Etc.
Stanley's dia. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.
Rope, 3/8 per gross, 9 00
" 1/2 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/2 in., 5 15 5 20
Web, per doz., 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.
Magnetic, per doz., 1 10 1 20

Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.
English and Can., per lb., 0 22 0 25

HANDLES.
Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.
C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.

Saw.
American, per doz., 1 00 1 25
Plane.
American, per gross, 3 15 3 75
Canadian, 40 per cent.

Cross-Cut Saws.
Canadian, per pair, 0 13 1/2

HANGERS. doz. pairs.
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.
Discount, 50 and 10 per cent.

HATCHETS.
Canadian, dis. 40 to 42 1/2 per cent.

HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent
Heavy T and strap, 4-in., per lb., 0 08 1/2
" 5-in., " 0 08 1/2
" 6-in., " 0 08
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 3 50
Per gro. pair
Spring, 12 00

HOES.
Garden, Mortar, etc., dis. 50 and 10 p.c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.
Discount, 45 and 5 per cent.

HOOKS.
Cast Iron.
Bird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 37 0 63
Harness, per doz., 0 73 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.
Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.
"C" brand 50 p.c. dis.
"M" brand 50 p.c. } Oval head.
Canadian, 50 and 10 per cent.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.

SYRACUSE SMELTING WORKS
BABBITT METAL

For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamoes, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter,
Phosphor Tin, Phosphor Bronze, Nickel, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

HORSESHOES.

F.O.B. Montreal.		No. 2 No. 1.	
		and	and
		larger	smaller
Iron Shoes.			
Light, medium, and heavy.	3 50	3 75	
Snow shoes.	3 75	4 00	
Steel Shoes.			
Light.	3 60	3 85	
Featherweight (all sizes).	4 85	4 85	
F.O.B. Toronto, Hamilton, London and			
Quebec, 10c. per keg additional.			
Toe weight steel shoes.	6 70		

JAPANESE WARE.

Discount, 45 and 5 per cent. off list, June 1899.

ICE PICKS.

Star per doz.	3 00	3 25
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KETTLES.

Brass spun, 7½ p.c. dis. off new list.		
Copper, per lb.	0 30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.

Lock, Can., dis., 45 p.c.		
Cabinet, trunk, and padlock.		
Am. per gross.	60	

KNOBS.

Door, japanned and N.P., per		
doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L.		
screw, per gross.	1 30	4 00
White door knobs—per doz.	1 25	

HAY KNIVES.

Discount, 50 and 10 per cent.		
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LAMP WICKS.

Discount, 60 per cent.		
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LANTERNS.

Cold Blast, per doz.	7 50	
No. 3 "Wright's".	8 50	
Ordinary, with O burner.	4 25	
Dashboard, cold blast.	9 50	
No. 0.	6 00	
Japanning, 50c. per doz. extra.		

LEMON SQUEEZERS.

per doz.			
Porcelain lined.	2 20	5 60	
Galvanized.	1 87	3 85	
King, wood.	2 75	2 90	
King, glass.	4 00	4 50	
All glass.	1 20	1 30	

LINES.

Fish, per gross.	1 05	2 50
Chalk.	1 90	7 40

LOCKS.

Canadian, dis. 45 p.c.		
Russell & Erwin, per doz.	3 00	3 25
Cabinet.		
Eagle, dis. 30 p.c.		
Padlock.		
English and Am., per doz.	50	6 00
Scandinavian.	1 00	2 40
Eagle, dis. 20 to 25 p.c.		

MACHINE SCREWS.

Iron and Brass.			
Flat head, discount 25 p.c.			
Round Head, discount 20 p.c.			

MALLETS.

Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Iron Vitae, per doz.	3 85	5 00
Quilting, each.	60	2 00

MATTOCKS.

Canadian, per doz.	8 50	1 00
American, dis. 25 to 30 p.c.		
German, 15 per cent.		

MEAT CUTTERS.

MILK CAN TRIMMINGS			
Discount, 25 per cent.			

NAILS.

Quotations are:		Out.	Wire.
3d. and 3d.	\$3 35	\$3 85	
3d.	3 00	8 52	
4 and 5d.	2 75	3 35	
6 and 7d.	2 65	3 30	
8 and 9d.	2 50	3 30	
10 and 12d.	2 45	2 95	
16 and 20d.	2 40	2 91	
30, 40, 50 and 60d. (base).	2 35	2 85	
Galvanizing 2c. per lb. net extra.			
Steel Out Nails 10c. extra.			
Miscellaneous wire nails, dis. 70 per cent.			
Coppers' nails, dis. 30 per cent.			
Flour barrel nails, dis. 25 per cent.			

NAIL PULLERS.

German and American.	1 85	3 50
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NAIL SETS.

Square, round, and octagon.		
per gross.	3 38	4 00
Diamond.	12 00	15 00

NETTING.

Poultry, 50 per cent. for McMullen's.		
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OAKUM.

Per 100 lb.			
Navy.	6 00		
U. S. Navy.	7 25		

OIL.

Water White (U.S.).	0 16½		
Prime White (U.S.).	0 15½		
Water White (Can.).	0 15		
Prime White (Can.).	0 14		

OILERS.

McClary's Model galvan. oil			
can, with pump, 5 gal.	0 00	10 00	
Zinc and tin, dis. 50, 50 and 10.			
Copper, per doz.	1 25	3 50	
Brass.	1 50	3 50	
Malleable, dis. 25 per cent.			

GALVANIZED PAIS.

Dufferin pattern pails, dis. 50 to 50 and 10 p.c.		
Flaring pails, discount 45 per cent.		
Galvanized washtubs, discount 45 per cent.		

PIECED WARE.

Discount 40 per cent. off list, June, 1899.		
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PICKS.

Per doz.	6 00	9 00
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PICTURE NAILS.

Porcelain head, per gross.	1 75	3 00
Brass head.	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.		
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PLANES.

Wood, bench, Canadian dis. 50 per cent.		
American dis. 50.		
Wood, fancy Canadian or American, 37½		
to 40 per cent.		

PLANE IRONS.

English, per doz.	2 00	5 00
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PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½		
40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.		
Fuller's work, discount 65 per cent.		
Rough stops and stop and waste cocks, dis-		
count, 60 per cent.		
Jenkins' disk globe and angle valves, dis-		
count, 55 per cent.		
Standard valves, discount, 60 per per cent.		
Jenkins' radiator valves discount 55 per cent.		
" standard, dis., 60 p.c.		
Quick opening valves, discount, 60 p.c.		
No. 1 compression bath cock.	2 00	
No. 4.	2 00	
No. 7, Fuller's.	2 50	
No. 4½.	3 00	

POWDER.

Velox Smokeless Shotgun Powder.		
100 lb. or less.	0 85	
1,000 lb. or more.	0 80	
Net 31 days.		

PRESSED SPIKES.

Discount, 25 per cent.		
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PULLEYS.

Hothouse, per doz.	0 55	1 00
Axle.	0 22	0 33
Screw.	0 27	1 00
Awning.	0 35	2 50

PUMPS.

Canadian cistern.	1 80	3 60
Canadian pitcher spout.	1 40	3 10

PUNCHES.

Saddlers', per doz.	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

RANGE BOILERS.

Galvanized, 30 gallons.	6 50	
" 35 "	7 50	
" 40 "	8 50	

Copper.	30	"	22 60
"	35	"	28 00
"	40	"	30 00

Discount off Copper Boilers 10 per cent.

RAKES.

Cast steel and malleable Canadian list		
50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heller's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.

per doz.			
Geo. Butler & Co.'s.	8 00	18	
Roker's.	7 50	11 00	
Wade & Butcher's.	3 60	10 00	
Thiele & Quack's.	7 00	12 00	
Elliott's.	4 00	18 00	

REAPING HOOKS.

Discount, 50 and 10 per cent.		
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REGISTERS.

Discount, 40 per cent.		
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RIVETS AND BURRS.

Iron Rivets, discount 60 and 10 per cent.		
Iron Burrs, discount 45 per cent.		
Black and Tinned Rivets, 60 p.c.		
Extras on Iron Rivets in 1-lb. cartons, ½c		
per lb.		
Extras on Iron Rivets in ½-lb. cartons,		
per lb.		
Copper Rivets & Burrs, 35 and 5 p.c. dis.		
and cartons, 1c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets		
½-lb. cartons, 1c. per lb.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.

Canadian, dis. 35 37½ per cent.		
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ROPE, ETC.

7-16 in. and larger, per lb.	8½	Manila.
¾ in.	9½	11½
½ and 5-16 in.		13½
Cotton, 3-16 inch and larger		14½
" 5-32 in. ch.		16½
" 1 inch.		21½
" 1½ inch.		22½
Russia Deep Sea.		15½
Jute.		9½
Lath Yarn.		10½
New Zealand Rope.		

RULES.

Boxwood, dis. 75 and 10 p.c.		
Ivory, dis. 37½ to 40 p.c.		

SAD IRONS.

Mrs. Potts, No. 55, polished.	0 70	
" No. 50, nickel-plated.	75	

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.		
E & A. sand, 40 and 2½ per cent.		
Emery, 40 per cent.		

SAP SPOUTS.

Bronzed iron with hooks, per doz.	9 50	
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SAWS.

Hand, Disston's, dis. 12½ p.c.		
S. & D., 40 per cent.		
Crescent, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
" frame only.	0 75	

SASH WEIGHTS.

Sectional, per 100 lbs.	3 25	
Solid,	1 50	

SASH CORD.

Per lb.	0 23	0 30
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SAW SETS.

"Lincoln," per doz.	6 50	
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SCALES.

B. S. & M. Scales, 45 p.c.		
Champion, 65 per cent.		
Fairbanks Standard, 35 p.c.		
" Dominion, 55 p.c.		
" Richelieu, 55 p.c.		
Chatillon Spring Scales, 10 p.c.		

SCREW DRIVERS.

Sargent's, per doz.	0 65	1 00
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SCREWS.

Wood, F. H., iron, and steel, 80 p.		
Wood R. H., " dis. 75 p.c.		
" F. H., brass, dis. 75 p.c.		
Wood, R. H., " dis. 67½ p.c.		
" F. H., bronze, dis. 67½ p.c.		
" R. H., " 62½ p.c.		
Drive Screws, 80 per cent.		
Bench, wood, per doz.	3 25	4 00
" iron,	4 25	

STANDARD CHAIN CO.,

MANUFACTURERS
OF

CHAIN

PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

For Provinces of Ontario and Quebec.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For other Provinces.

Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued and tinned.....	65 and 5
Chair nails	35
Cigar box nails	40
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk.....	75
Saddle nails in papers	10
" " in bulk	15
Tafting buttons, 22 line, in dozens only	60
Tin capped trunk nails.....	15
Zinc glazier's points	5
Double pointed tacks, papers.....	90 and 10
" " bulk	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.

Payson's per doz..... 2 60

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Game, Newhouse, dis. 2 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.
Disston's discount 10 per cent. 4 75 6 00
German, per doz.....
S. & D., discount 35 per cent.

TWINES.

Bag, Russian, per lb.....	0 27	0 27
Wrapping, cotton, per lb	0 22	0 26
Wrapping, mottled, per pack. 0 53	0 60	0 60
Wrapping cotton, 3-ply.....	0 20	0 26
" " 4-ply.....	0 33	0 45
Mattress, per lb.....	0 27	0 35
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VICES.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz.....	6 50	13 00

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Copper wire, 45 and 10 per cent. net cash 30
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Smooth Steel Wire, base, \$2.80 per 100
lb. List of extras: Nos. 2 to 5, rd-

vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, 32c.—
oiling, 10c.—special hay-baling wire, 30c.—
—spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dia. 17½ per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$3. Coppered, 5c.—oil-
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ¼-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.85
No. 9, \$3.10—No. 10, \$4.00—No. 11, \$4.05
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\$4.40—No. 15, \$4.91—No. 16, \$5.15.

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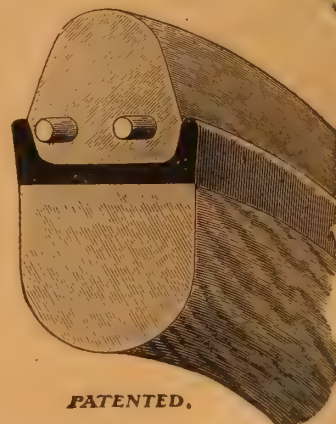
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NO. 50

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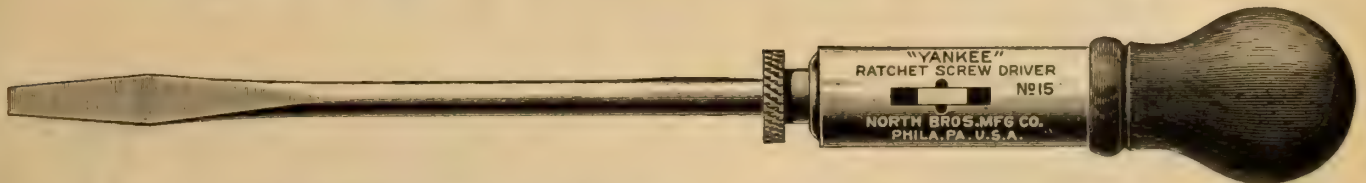
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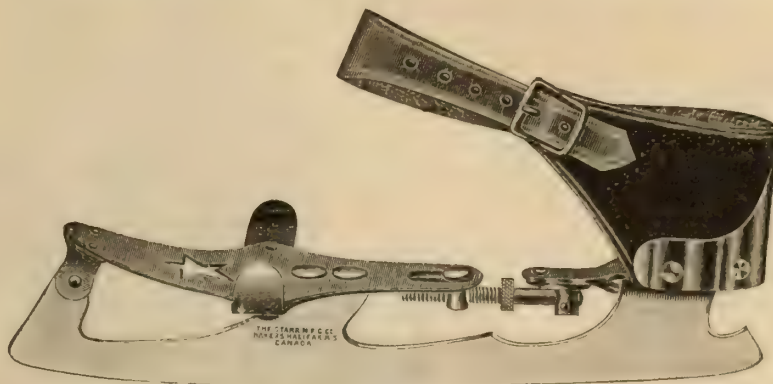
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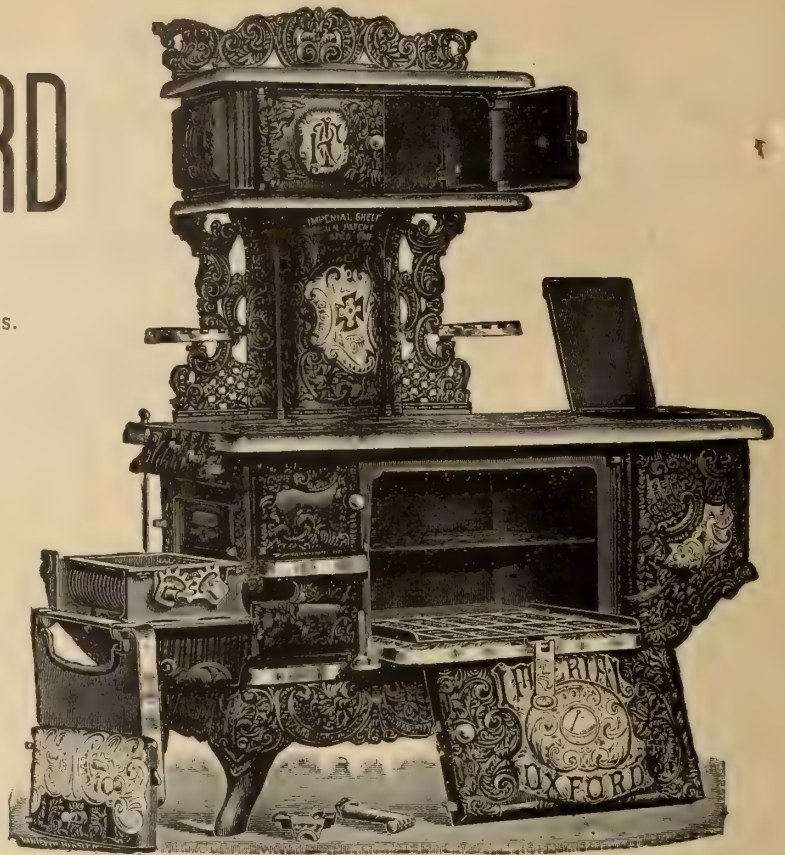
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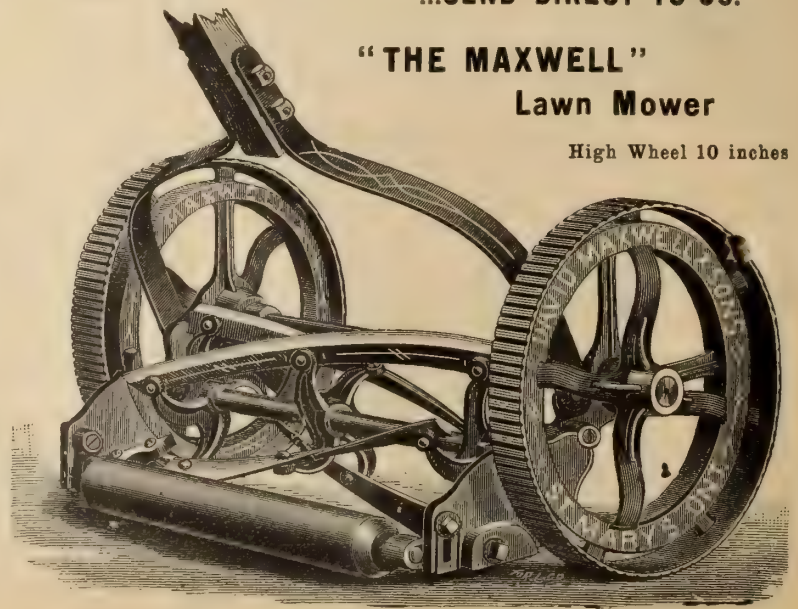
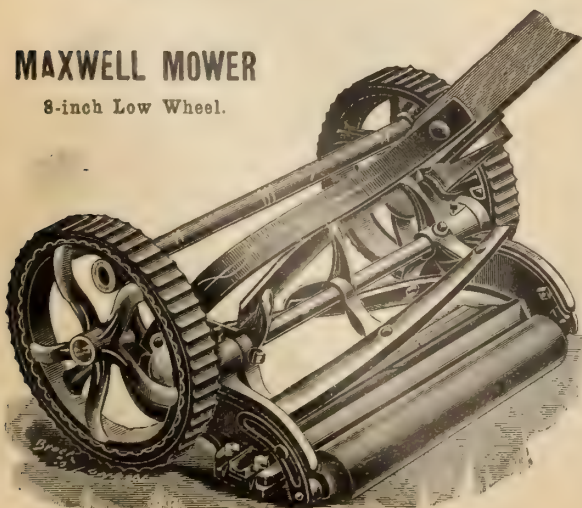
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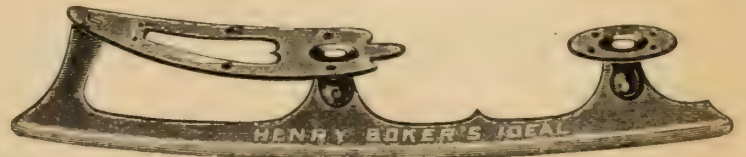
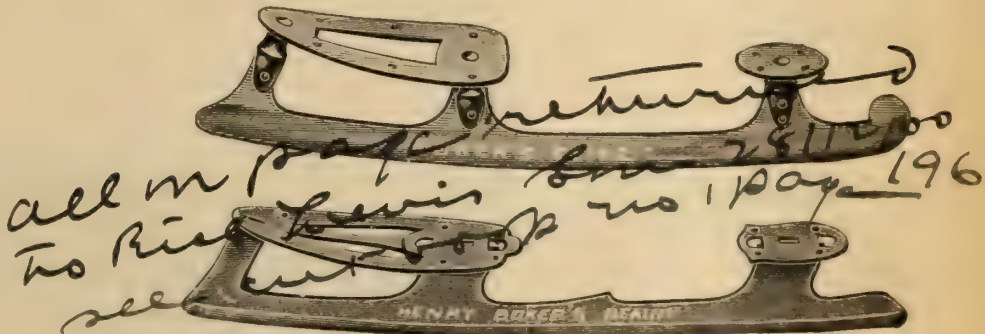
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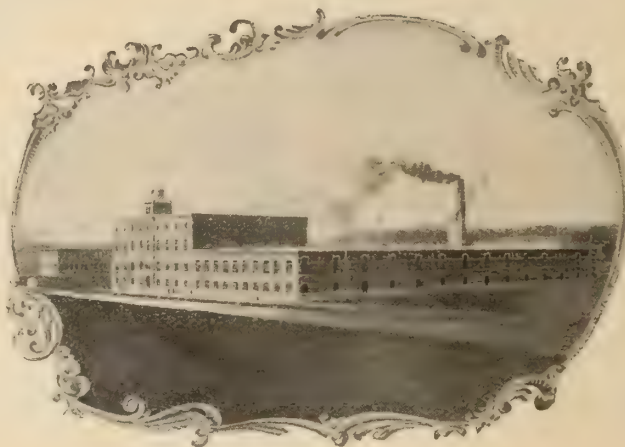
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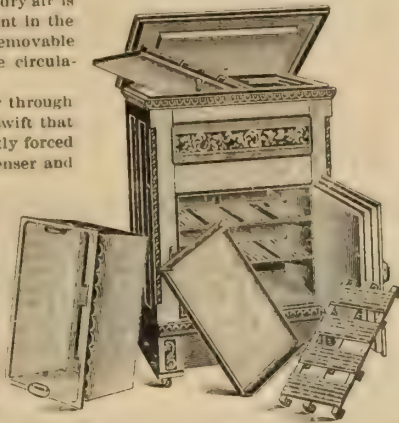
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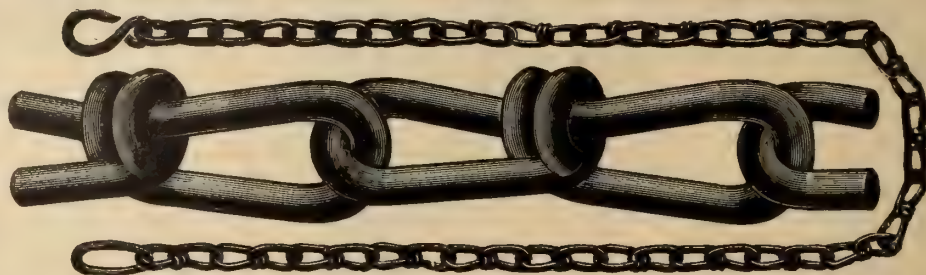
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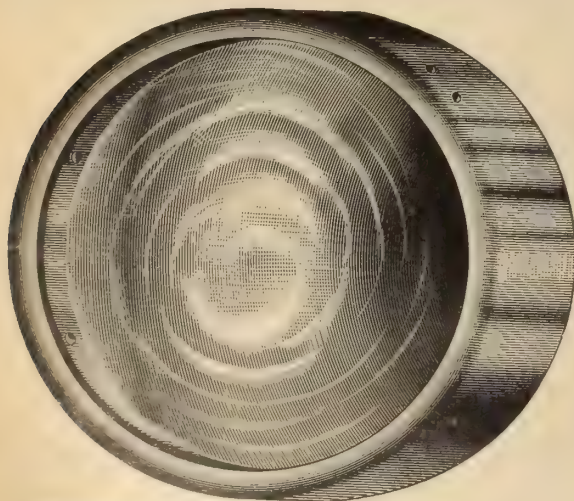
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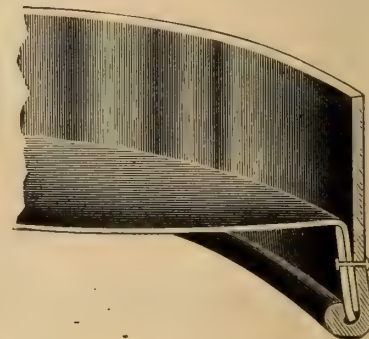
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VOL. II.

MONTREAL AND TORONTO, DECEMBER 15, 1900.

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ST. JOHN, N. B. - - - - No. 3 Market Wharf.
I. Hunter White.
NEW YORK. - - - - - 150 Nassau Street.
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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

A WISE MANUFACTURER.

A REPRESENTATIVE of HARDWARE AND METAL had practical evidence this week that, at last, one of the Rip Van Winkles, so numerous among the British manufacturers, had come from the mountains into an atmosphere of modern ideas.

As is well known, a great majority of the manufacturers in many lines at Home make goods which are not suitable for this market. On the other hand, Americans and Germans study our wants and adapt their products to them. Many of the British

manufacturers say, in effect, what they make is good enough for the people at home, and, therefore, they must be for the colonies. They take us for an ignorant lot of Boer farmers and want to treat us as children. In consequence, trade has been repeatedly taken out of their hands.

It is particularly gratifying to those who desire the development of Imperial trade to find that some, at last, are awakening to the importance of catering to it. The firm referred to is one of the oldest in the tool trade in England, and in writing to their Canadian representative they said: "If our patterns are not right in every particular, let us know, and send us samples of what they want and we will make them."

In the grocery trade it is the same. One of the most enterprising wholesale dealers in a recent letter said: "English manufacturers who wish to get hold of the Canadian trade must adopt different methods, or they will be unable to get this market. They cannot expect to come into this market and simply by stating that the Queen, or the Prince of Wales, or the army and navy use their goods, get the business. While we love the Queen and the army and navy, they must use a different argument altogether to place their product on this market."

Business is not like the plague: it does not come uninvited.

AN ELEMENT OF SUCCESS.

Close application to a subject may not always be pleasant, but it is the only way that anything can be mastered that is worth mastering. He who is contented with superficial knowledge is never well up in the race for success.

BUSINESS MEN WANTED.

EVERY business man does not possess the qualities essential to a good representative in municipal corporations; nor does every acorn make a great oak.

But, if you want desirable aldermen or councillors, the proper place to get them from is among the business men of the community, just as, if you want to grow an oak, you get an acorn.

The municipal elections are now near at hand in Ontario, and it is extremely necessary that the very best men in every corporation should be put forward as candidates.

There is a general discontent throughout the country with the quality of the men who sit at our council tables. And it is well founded. But mere discontent does not produce reforms. It is only when it induces action that it becomes a force.

HE ABUSED HIS PRIVILEGES.

The representative of a United States manufacturing concern was recently turned out of a Sheffield factory because, after he had been accorded the privilege of being shown through, he was found deliberately making a sketch of a piece of machinery. He deserved the treatment he received.

HARDWARE AND METAL does not believe in a narrow policy by one manufacturer toward another. Intervisitation is to be commended, but, when a competitor transgresses all sense of decency by deliberately attempting to steal another's ideas, it is evident there should be some limit to the freedom allowed those who have been accorded visiting privileges.

TWO TELEPHONE SYSTEMS FROM A BUSINESS STANDPOINT.

IF the proposal to establish a municipal telephone service in Toronto, under the conditions that now exist, goes to the ratepayers to be voted on, we believe it will be irretrievably beaten. And we think so for these reasons:

The initial expenditure of \$675,000 is a very large one, and, unfortunately, the experience has been that such estimates are never sufficient, but must be followed by still further grants.

Many ratepayers who do not use telephones are opposed to the idea of the municipality spending such a large sum of money for something that does not interest them and could be of no use to them.

Many ratepayers who could be relied upon to vote in favor of municipalization of this or any necessary service will, in this case, oppose it, because, if the city should go into it, the certain result would be a long uphill fight, which might entail such losses as would discredit the principle of municipal ownership in all directions for a long time to come.

Chiefly, we think it would be rejected because a majority of the telephone users themselves would oppose it as being certain to impose on them either two telephone services at almost a double cost, or give them, at one cost, a service reduced largely from what it now is.

The telephone is a natural monopoly. It is one of those services that should never be duplicated except under the direst necessity. In a city like Toronto there is a limit to the number of persons who are or would be telephone users. The municipal committee recognized this by looking for subscribers among those already subscribing to the existing service, so that, if the plan did go through, there would be practically the same number of offices and residences equipped with telephones as there are now. There would be some new ones, no doubt, but in the general sense it is true to say that the municipal telephone would gain whatever footing it got by ousting the Bell telephone in some offices and residences and by being put in as an extra alongside of it in other offices and residences. When we say that the telephone is a natural monopoly, we

mean that there cannot be competition in the business without a division of the service that either competitor could, if alone in the field, offer to the public. For instance, the Bell Co. has over 6,000 subscribers in Toronto and the man who has a telephone is in touch with them all, but if competition should reduce that number to 3,000, the man would get less service for his money. The very persons he might wish to communicate with most by telephone might be the ones to swing over to the other system.

Under a system of competition, whether municipal or otherwise, even if not a single telephone were put in a house or shop where one had not formerly been, the man whose business is of considerable extent, would, without hesitation, subscribe to both systems. The man with the small business would hesitate whether to follow half his customers to the new company, adhere to the half of his customers who stood by the old company, or put in two telephones and connect with them all, as he now does, or keep no telephone at all. As one-half his customers would be worth as much consideration as the other, he would probably be exasperated by a half service and put in two telephones, or keep none at all.

The telephone is the most out-and-out of all natural monopolies, for their might be rival electric light services, yet each one who got light would be satisfied; there might be rival sources of water supply, yet if water were satisfactorily secured that is the fulfillment of the object sought. But it is different with the telephone, for, unless the instrument hanging on the wall of your office or your house gives you facility for speech with every public office, shop, newspaper, railway station, professional man and person progressive enough to join in "the circle of convenience," then your telephone fails of its full usefulness.

A duplication of systems would make the best possible service impossible, owing to the divisions it would create and the annoyance it would introduce, and to all enterprising business men it would almost double the present cost of telephone service.

It is well known that the telephone company have made amicable arrange-

ments with nearly all large cities and towns in Ontario, whereby the company acquired exclusive franchises of from 5 to 10 years, the company binding itself not to increase rates during that term; and, of course, with none of these points could a municipal telephone system connect.

Why has Toronto been unable to make such an arrangement? Before the last contract between the city and the Bell Company had expired the city advertised broadcast all over the United States asking for tenders from parties to come to Toronto and compete with the Bell system. With what success? If no company would come to Toronto with the ample knowledge they possessed of the business how can it be assumed that the city can succeed? We think the time opportune to open negotiations with the present company for the best service at the lowest cost obtainable. This would appear to be the wiser plan even though both parties mistrust each other.

If you do not like to do to-day that which you should do, the task will be harder to undertake to-morrow.

THE WEST INDIAN TRADE.

MR. C. S. PICKFORD, one of the directors of The Pickford & Black Steamship Co., Halifax, who has been in Toronto over two months, returns home this week.

The object of his visit was to endeavor to stimulate increased interest in Western Canada in the trade of the British West Indies. He found that in not a few lines manufacturers were too busily engaged in filling orders on home trade account to court business with the West Indies, but even some of those became interested sufficiently to promise to prospect that market before a great while. Several houses have decided to at once send representatives to solicit trade in the Islands, so that Mr. Pickford's efforts have not been unavailing; in fact, he asserts he has succeeded beyond his anticipations.

Mr. Pickford will spend the winter in the West Indies and endeavor to increase the interest among the business men there in the trade of Canada.

A BUSINESS MAN'S WISE SUGGESTIONS.

ONE of the most severe critics of the management of the Toronto Industrial Exhibition is Mr. J. O. Thorn, manager of The Metallic Roofing Co. of Canada, Limited. But he is able to suggest reconstructive measures as well as to adversely criticize. This is obvious from the statements made by him when under examination before the committee of the city council engaged in investigating the affairs of the Industrial Exhibition Association.

The suggestions were most comprehensive, and showed they were the result of careful study. It is not necessary to here enter into detail regarding Mr. Thorn's suggestions. We will, therefore, confine ourselves to the consideration of just a few of them.

The ground floor of the main building he would have set apart for the exhibit of carriages, sleighs, etc., and the upper flats for departmental store and merchants' exhibits. He suggests new buildings for musical instruments, natural history, fine arts, dairy products, horticultural products and manufactures.

New buildings are certainly required for manufacturers' exhibits and dairy products. At present, the manufacturers have no building they can really call their own, and the position under the grand stand to which the products of the dairy have been relegated is an insult to those engaged in the industry. It was in such an out-of-the-way place that one almost required a guide to find it. But that was not the worst feature. The worst feature was the dark and dreary character of the interior, which was more fitted for a stable than the purpose for which it was being used. As far as the natural history building is concerned, it will fall to pieces if it is not soon replaced.

Among several other suggestions made by Mr. Thorn, was one in regard to exhibits showing processes of manufacture. "Nothing," he said while under examination, "is more instructive and entertaining to visitors than exhibits that demonstrate the work of our factories and workshops by skilled operatives."

HARDWARE AND METAL over three months ago strongly urged this very thing

upon the managers of the Industrial Exhibition, and it is gratifying to find a practical manufacturer like Mr. Thorn out in support of the same principles. Unfortunately the management appears to think that nothing but side shows will attract people. At any rate the effort it puts forward to provide them decidedly gives one that impression. We are now, however, confidently looking forward to a reform in this particular. And a good deal of the credit for it belongs to such practical business men as Mr. Thorn.

Let there be amusements by all means, but let us also have exhibits of the processes of manufacture.

STORE SIGNS.

MERCHANTS who think their place of business is so well known that they need no sign containing the firm name make a mistake.

Probably every regular customer knows the store, but, as every merchant desires to expand his business, it follows that he must induce those to deal with him who now do not.

By means of judicious advertising he can do a great deal to draw the attention of people to his goods, but it does not follow that, because he advertises in this way, he should put out no sign to show his location.

In the large cities many of us would be puzzled in finding even well-known stores were it not for the signs they keep well in view.

The employee who watches the clock needs to be watched by his employer.

A COMPARISON.

The merchant who asserts that his business is running so smoothly that it needs no advertising, is on a par with the engineer who thinks his engine will need no lubricant because it is running without friction.

A WEAK TIN MARKET.

The pig tin market has developed a decided weakness during the past week. In London, on Tuesday, prices went 5s. below the low figures touched on the previous Thursday. As the price on the latter day

was the lowest since January 16 last, it is evident the market is pretty weak.

Jobbers' quotations in Canada are 1½c. per lb. lower.

A \$353,237 YIELD OF GOLD.

THE announcement has just been made that the Caribou Hydraulic Mine in British Columbia, which is run in the summer only, has been closed for the season, with a total output for 1900 of \$353,237. This is the best season this mine has had, though they had to stop running for 24 days, owing to lack of supplies which were impossible to get in, because of the bad roads. Had it not been for this, the season's results, based on the average, would probably have been \$406,648. Since the company started this property they have recovered altogether \$881,127 worth of gold.

It is particularly gratifying to know that we have a mine in Canada out of which so much gold has come, but a much more satisfactory factor about this company is that, notwithstanding the large profits this year, and in some former years, they have not yet paid one cent in dividends. They could easily do so this year, but the directors say they have no intention of doing so. They have spent nearly \$1,000,000 of actual cash in building reservoirs and channels for carrying water. They have a large surplus and will apparently not have to spend any further large sums in development. There is, therefore, every reason why they should pay a dividend, but we have no doubt that their shareholders will thoroughly approve of their action in not doing so.

We draw attention to this fact because so many mining concerns in Canada have paid dividends before they were sure they had a mine. As no doubt many of our readers are interested in mining, we hope they will follow The Caribou Co.'s example.

There is no doubt there is a great future for mining in Canada, but if companies continue to pay dividends before they have a right to do so, the reputation of the mining and of the country will suffer, at home and abroad, and our reputation is more to us just now than a few dividends. Many business men think that before a mining company is permitted to pay a dividend the law should provide that its affairs be inspected by Government experts.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

IN the engineering trades locomotive builders are exceedingly busy, and all sections of electrical engineering are pressed with work for a long time ahead; boilermakers are well supplied with orders, and the leading machine toolmakers continue fully engaged on the orders they have in hand, with a fair weight of new business coming forward. The textile machine-making trade is still depressed. In the shipbuilding industry new work is rather scarce, and on the Clyde some empty berths are making their appearance; but on the north-east coast the yards are busily employed, and it is stated that builders are well booked ahead. From the Wear 10 vessels, aggregating 32,000 tons, have been launched this month.—Iron and Coal Trades Review, November 30.

MANUFACTURED IRON AND STEEL IN GREAT BRITAIN.

There is no improvement to record in the finished branches of the trade. On the contrary, business is slow, and prices have a drooping tendency. In Lancashire, bars have been put down 10s., from £8 10s. to £8, and some other smaller reductions are also reported. In South Staffordshire, however, best bars and plates are in moderate request, and prices are unchanged, marked bars being quoted at £10 10s. and common at £8 15s. Mr. Waterhouse's statistics in regard to manufactured iron in the North of England make a somewhat unexpected showing, for, while quoted prices have been going down, the realized price for September-October—£8 15s. 11d.—shows an advance of 3s. 6d. on the previous two months, and entitles the men to an advance in wages. On the other hand, the average selling price of Scotch iron during the same period was £8 11s. 4d., which shows a reduction, and will put down ironworkers' wages by 5 per cent. In the Midlands the average price is £9 15s., a reduction of 3s. 8d.—Iron and Coal Trades Review, November 30.

FINISHED MATERIAL IN THE UNITED STATES.

The general trend of affairs in the finished-material market indicates that, while business is brisk and the heavier sales have an air of permanency, the whole is on a rational rather than a boom basis. The slight falling away in business this week has been encouraging rather than otherwise, as a slight decrease in sales is expected in December, when trade is normal, while boom times disregard seasons. The lack of large and heavy orders appears to be local rather than general, as some mills are affected, while others report that the tre-

mendous buying noted since election still keeps up. In the entire market, however, not as much steel was sold or as many inquiries made as during the weeks just preceding. There has been a very active demand for shapes during the past week. One order of 1,000 tons was disposed of and other big ones are in sight.—Iron Age, December 6.

TONE OF THE MARKET IN THE UNITED STATES.

The general tone of the hardware market continues steady, with strength in certain directions and a slight weakness in others. There does not appear to be quite so much of the upward tendency as a week or two ago. This feature of the situation is regarded with satisfaction by the conservative element in the trade, who look upon the rapid advances in certain lines a short time ago with some apprehension as tending to take the trade off their feet and encouraging anticipations of higher prices than would be justified in the long run. At the same time most goods are regarded as on a reasonable level of prices but some are so high that the trade are disposed to buy only when compelled to, anticipating a decline sooner or later. In a good many kinds of shelf and miscellaneous hardware prices are probably above the normal level and gradual concessions are looked for. The general condition, however, is so satisfactory and the volume of business promises to be so large that it is hoped that prices will, on the whole, be well maintained.—Iron Age, December 6.

NEW YORK METAL MARKET.

The situation in the iron and steel market is apparently a very satisfactory one. The demand has subsided to normal proportions, but, as, at this season of the year, buyers usually keep their purchases down to the limits of necessities, the market has a quiet appearance. That prices are on a sound basis seems evident from the fact that, notwithstanding the change from recent activity to a present condition approaching dullness, there has been no evidence of weakness, and the gain in prices made during the month of November is wholly retained. In foundry iron, the movement reported is wholly in small quantities, but there are pending negotiations which are expected to result ultimately in important transactions. The English markets to-day gave evidence of recovery, the improvement being more marked in Scotch warrants, which show an advance of 2s. 3d. Finished materials are in a strong position, and the tendency of the market is upward, but in these, too, the

movement has quieted down to the usual winter dimensions.

TINPLATE—Nothing new was reported in this market. Trade, as usual at this season, is quiet, but prices are held firmly up to the quotations for both spot and forward delivery.

PIG TIN—There was another sharp break in the London market, which carried the price 5s. below the low mark touched last Thursday, which, it will be remembered, was the lowest since January 19. To-day's decline amounted to £2 5s. The effect was to weaken this market materially and check what little disposition there was to do business. In view of the fact that the spot supply is small and concentrated, its price was not as much affected as that on immediate futures, but the quotation of 28c. was merely nominal. For December and January there were sellers at 26.75c., the marked difference between that and the spot quotation being due to the rather small supply on the way soon to arrive. The official afloat stock amounts to 2,610 tons, of which 470 tons are from Singapore direct.

PIG LEAD—Locally, the market was quiet and unchanged at 4.37½c. in carload lots. St. Louis was reported dull at 4.20c. In London a further decline of 2s. 6d. in the price of soft Spanish was recorded.

SPELTER—The market remained quiet and nominal at 4.22½ to 4.27½c. Advices by wire from St. Louis indicated an easier feeling there, with sales of 100 tons at 4.07c.

ANTIMONY—Regulus is steady at 9¼ to 10¼c., as to brand, and in fair jobbing request.—New York Journal of Commerce, December 12.

CITY TRAVELERS' CONCERT.

The Toronto City Travelers' Association have good reason to feel proud of the success which attended their concert in Massey Hall on Thursday evening of last week—their first attempt. The array of talent which they had provided bespoke a good programme, and, in combination with the popularity of "the boys," drew a big house. And none had reason to go away disappointed. It would be hard to say which number on the programme excited most general enthusiasm. The singers were all excellently received. Miss McCallum, the eleccionist, made a decided hit. The instrumental music was first-class. Then "Jimmy Fax"—he was just as comical as ever. The next time the travelers give a concert there will be a bumper house.

**WIRE NAILS
TACKS
WIRE**

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

E HUDON & CO., general merchants, St. Octave (Rimouski) Que., have assigned.

The Cohen, Benjamin Star Iron Metal Co., Three Rivers, Que., have assigned.

Cyprien Primeau, general merchant, St. Urbain, Que., has assigned to H. Lamarre.

V. E. Paradis has been appointed curator of T. Ross, general merchant, Amqui, Que.

H. Humphrey, general merchant, Cambridge, N.B., is offering 25c. on the dollar.

Richard Sweet, harness dealer, Regina, N.W.T., has assigned to W.B. Pocklington.

James C. Allan, coal and wood dealer, London, Ont., is offering 10c. on the dollar.

A meeting of the creditors of Joseph Lafrance, general merchant, Narenes, Que., has been held.

Edward T. Belanger, painter, Ottawa, has assigned to Wm. A. Cole, and a meeting of his creditors will be held on December 17.

Heath & Heath, general merchants, Georgeville, Que., have assigned, and a meeting of their creditors was held on Wednesday.

A meeting of the creditors of the estate of Coley & Evans, dealers in agricultural implements, etc., Swan Lake, Man., has been called.

H. Roberts & Co., general merchants, Strathclair, Man., have executed trust deed to Newton & Davidson for the benefit of their creditors.

Simeon Renaud, general merchant, etc., St. Tite des Caps (Montmorency) Que., has assigned, and a meeting of his creditors has been called.

The creditors of Robert P. Seely, coal dealer, St. John, N.B., have refused his offer of compromise. Inspectors have been appointed and the estate will be closed.

PARTNERSHIPS FORMED AND DISSOLVED.

The Quebec District Oil Co., Levis, Que., have registered dissolution.

E. W. Abbott & Son, general merchants, LeMoxville, Que., have registered partnership.

Onions & Plimley, bicycle and hardware dealers, Victoria, have dissolved. Thomas Plimley continues.

Goodman & Licker, general merchants, Tadousac, Que., have dissolved. Mr. Licker is removing to Bic, Que.

Wm. F. McCurdy has registered as sole partner under the style of McCurdy & Co., general merchants, Baddeck, N.S.

Richard Hall and Walter Walker have

Improvements in Paint

have come in the last generation—in the last decade—in the last year—just as they have come in so many other articles.

The world has progressed. We don't spin our own yarn or grind our own corn; we get better yarn and better flour and meal by improved methods.

Progressive painters don't make their own paint. They get better paint made by improved machinery, following improved formulæ.

THE SHERWIN-WILLIAMS PAINT (Prepared)

is better than hand-made paint—better than white lead and oil.

S.-W. P. has progressed. White lead and oil has stood still for years.

S.-W. P. has had no more interest in lead than in any other ingredient; it has been interested in good paint solely. Lead and oil has tied itself down to one theory of paint-making and one principal ingredient.

In every climate and in all parts of the world white lead is inferior in every respect to S.-W. P.

Don't you want to sell progressive paint?



CLEVELAND.
CHICAGO.

THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO

SAN FRANCISCO.
KANSAS CITY



registered as partners under the style of Hall & Walker, coal dealers, Victoria.

SALES MADE AND PENDING.

The assets of C. B. Hilchey, general merchant, Tangier, N.S., have been sold.

The assets of Louis Bolduc, carriagemaker, Montreal, are to be sold on December 21.

A. J. Ford & Co., general merchants, Woodham, Ont., are advertising their business for sale.

The stock of G. R. M. Stritzel, general merchant, Plum Coulee, has been sold at 70c. on the dollar.

The business of the estate of Johnston Bros., hardware dealers, Seaforth, Ont., is advertised for sale.

The stock of the estate of The Cannon Stove and Oven Co., London, is advertised to be sold by tender on December 18.

The stock of the estate of Hewitt & Zimmerman, general merchants, Oil Springs, Ont., is to be sold by auction on December 17.

CHANGES.

C. Warner has started as harness dealer, etc., in Ottawa.

A. F. Jack has started as harness dealer in Tatimagouche, N.S.

Wm. Attig, sawmill, Newton, Ont., has sold out to M. L. Jantze.

Scott & Houghton are opening a hardware store in Forest, Ont.

Alfred Perry, general merchant, Salmon Arm, B.C., is giving up business.

R. A. Howard, general merchant, Parrsboro', Ont., has sold out to D. S. Howard.

G. T. Hilliard, blacksmith, Cranbrook, B.C., has sold out to Archie Vroom.

Peter Campbell, carriagemaker, Vancouver, has sold out to Lobb & Muir.

W. H. Jones, general merchant, Carlyle, N.W.T., has removed to Arcola, N.W.T.

Bradley & Co., harness dealers, Winnipegosis, have been succeeded by M. J. Jones.

The Mechanics' Star File and Manufacturing Co. have registered in business in Levis, Que.

Goertzen, Dyck & Co., general merchants, Osterwick, Man., have been succeeded by P. J. Dyck.

FIRES.

B. N. Reid, general merchant, Gracefield, Que., has been burned out; insured.

DEATHS.

Hector Grenier, hardware dealer, Quebec, is dead.

James A. Schoenan, hardware dealer, Virden, Man., is dead.

John Carr, of Carr & Co., general merchants, Port Honey, B.C., is dead.

THE NINTH ANNUAL.

THE ninth annual convention of the travelers of The Canada Paint Co. will be held at their offices at 572 William street, Montreal, this ensuing week. Every traveler for this company, wherever be his warpath, will leave his customers for a week and join in this conference and discussion on the business and products of The Canada Paint Co.

This firm was one of the first to inaugurate these annual conferences, and every year it has been held the affair has been pronounced a success both from a commercial and social point of view. The proceedings will terminate on Friday evening, December 20, with the annual banquet at Place Viger Hotel.

During the week letter orders will receive the usual care and attention at the firm's headquarters.

HARDWAREMEN MEET.

The Montreal Metal and Hardware Manufacturers' Association, at their annual meeting on Thursday, December 6, at the board of trade, elected the following officers for the ensuing year:

President—W. W. Near.
Vice-President—James Davidson.
Treasurer—J. C. McCormick.

The directors were Geo. Caverhill, F. H. Hopkins, James W. Pyke and W. S. Leslie. G. E. Drummond was chosen as the association representative for election to the council of the board of trade.

The retiring president, Mr. T. H. Newman, presented his report of the past year's work of the association.

A SIGN THAT TAKES.

The Nicholson File Co., of Providence, R.I., find that the demand for their advertising novelties exceeds all expectation. About two years ago they published a "File Philosophy," telling the uses of files, while but a few months ago they began the distribution of a handsome enameled sign. The former is now in its fifth edition, and the large original supply of signs is completely exhausted, requiring the placing of a further extensive order. The advertising schemes of this company seem always to be well appreciated.

NAILS IN THE UNITED STATES.

The cut nail manufacturers met recently and reaffirmed November prices for December delivery. Should an advance in wire nails be made, it will be immediately followed with an advance by the cut nail mills. We are advised there is a good demand for cut nails, and the market is strong.—Iron Age, December 6,

IVER JOHNSON BICYCLES

HONEST
CYCLES
AT
HONEST
PRICES.

Profitable
Hardware.

Putty ^{and} Bicycles

are sold by many hardware dealers. Others sell putty but do not handle bicycles. We are sure that if they would think the matter over and investigate a little they'd find bicycles pretty profitable hardware. It is not hard to sell bicycles in connection with general hardware. Lots of dealers do it. Sell the right kind of bicycles though, or you'll be in trouble.

IVER JOHNSON CYCLES are honestly made. Once sold they'll stay sold, and your profits will be profits, not a reserve fund against repair claims.

Let us send agency proposition. It will prove interesting.

**Iver Johnson's Arms
& Cycle Works,**

FITCHBURG, Mass.

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—364 Main St.

MATTRESS AND BROOM WIRE

HIGH GRADE,
DOUBLE
TINNED.

Uniform Size and Temper Guaranteed.

Fine Annealed Brush and Market Wire,

TINNED WIRE OF ALL KINDS.

SAMPLES AND QUOTATIONS SENT ON APPLICATION.

The Peerless Wire Co., - Hamilton

GALVANIZING.

With the completeness of our new galvanizing plant we can now supply

GALVANIZED Wrought Pipe, all sizes

“ **Bar Iron and Steel, all sizes**

“ **Pressed or Ship Spikes**

“ **Cut Nails**

“ **Wire Nails**

“ **Boat Nails**

“ **Roofing Nails**

“ **Fine Wire, Tacks, etc.**

Montreal Rolling Mills Co.

MONTREAL.

H. S. HOWLAND, SONS & CO.

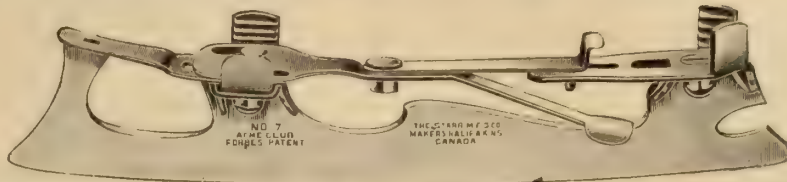
WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE

SKATES.

"Boker's"
Spring Skates.



"Starr"
Spring Skates.

"Boker's"
Hockey Skates.



"Starr"
Hockey Skates.

"Boker's"
Double Ender.



"Starr"
"Mic-Mac."



HOCKEY STICKS.

"Mic-Mac." 1900 Brand.

Our stock this season has been carefully selected, and the "MIC-MAC," 1900, is the best stick on the market.

RAISIN SEEDERS.

PERFECTION.

For Family Use.

SIMPLE—FAST—STRONG.

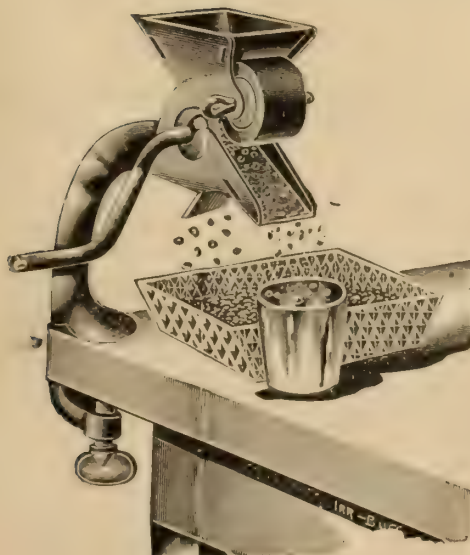
EASY TO CLEAN.

Warranted to remove every seed.

ENTERPRISE.

No. 36—Family Use.

No. 38—Hotel and Bakers' Use.



"PERFECTION"



"ENTERPRISE"

H. S. HOWLAND, SONS & CO., Toronto.

PROMPT
SHIPMENT.

Graham Wire and Cut Nails are the Best.

OUR PRICES
ARE RIGHT.

THE TAX ON BUSINESS HOUSES.*

THE QUESTION DISCUSSED BY MR. P. W. ELLIS, PRESIDENT OF THE CANADIAN MANUFACTURERS' ASSOCIATION.

THE Canadian Manufacturers' Association includes in its membership leading representative concerns engaged in every line of manufacture and situated in every part of the Province of Ontario, and has taken the trouble to ascertain the views of such members upon the important subjects engaging the consideration of your Honorable Body so far as the same specially affect manufacturers.

As was to be expected there is considerable

DIVERGENCE OF OPINION

on some of the points involved. The Association, however, presents in this memorial only the points on which there is substantial unanimity among its members.

It will be understood that the views presented are not those of men having any favorite theory to advance or advocate, but are the views of an Association the prosperity of whose members is dependent on the progress of the Province, and whose interests are therefore best served by an equitable and simple system of assessment and taxation.

1. In the first place, it is practically the unanimous expression of manufacturers that the present system of assessment of personalty is unfair and unjust, and that its enforcement would be destructive to the interests of the Province.

Your Honorable Body has been addressed by so many other interests on this point that the Association deems it unnecessary to go into the arguments in detail, contenting itself with giving its full endorsement to the views on this subject already presented from other quarters and adding a few considerations growing out of the practical experience of its members.

THE TAX ON MANUFACTURERS.

The theory of the present law, apparently, is that all capital invested in manufacturing should, for municipal purposes, be taxed, and taxed not like many other investments, on its income or profits, but on the principal. This would mean, roughly speaking, that those using their capital in manufacturing must pay a municipal tax equal to 2 per cent. thereof each year. Manufacturing business in this Province could not possibly bear such a burden, and

the enforcement of such a law would drive outside the limits of the Province such factories as could be moved, and would absolutely extinguish a large proportion of those remaining.

INDUSTRIAL PROGRESS

has been possible only by the connivance of municipal officials in the systematic violation of the law. Such a state of things lowers public morality, puts a premium on dishonesty and favoritism, and clothes municipal officials with a discretion and imposes upon them a responsibility never intended by the law, and which cannot be justified on any sound principle.

This state of things is specially

INJURIOUS TO MANUFACTURING INTERESTS, because it discourages the investment of capital in such enterprise where the toll to be taken for municipal purposes in effect depends on the individual opinion—possibly upon the caprice—of the person occupying, for the time being, the position of assessor of the municipality, and because, in most lines, the manufacturer has to compete with goods produced outside the Province by concerns who not only contribute practically nothing to municipal taxation in Ontario, but who are, for the most part, entirely free from any taxation of personalty where the manufacturing is done.

A BUSINESS TAX URGED.

2. Should it be the view of your Honorable Body that the municipal requirements in this Province are such as to necessitate additional sources of taxation besides real estate, the Association submits that a business tax based upon rental values as determined by assessment is in every way preferable to the existing system. It could not be evaded, admits of no falsification or fraud, and involves no inquisitorial inquiry into the affairs of any business concern.

Such a tax, if imposed, should, in the view of the Association, be obligatory on all municipalities so as to secure uniformity.

THE RETAILERS' INTEREST.

It has sometimes been urged that such a tax would bear more heavily on the retailer than on the manufacturer and wholesaler. That is a detail which might require consideration on the part of those who frame a new law, but it is to be observed that the competition of the retailer comes for the

most part from retailers in the same municipality and they would at least be on equality as between each other. The competition of the manufacturer, on the other hand, comes not only from other parts of the Province but from points outside the Province by manufacturers who have no such burden of municipal taxation imposed on them as the law of this Province imposes.

It should also be noted that the retailer, for the most part, does his business and

EARNS HIS PROFITS

in and from the municipality. The manufacturer, on the other hand, usually does his business and makes his profits from a larger area and gathers business into the municipality which is benefited thereby in many ways.

The only other point with reference to which the Association finds it necessary to address your Honorable Body has relation to municipal exemptions to manufacturing industries. It will be clear on consideration that the

REPEAL OF THE PRESENT ONEROUS LAW of personalty assessment would tend to greatly minimize the importance of exemptions and bonuses. They owe their existence partly, at least, to the necessity for mitigation of the hardship involved in taxing personalty.

Referring, however, to the present conditions, the members of the Association are practically unanimous in urging that the municipalities should retain power to grant exemptions to industrial concerns, but with equal unanimity they object to the provisions of the present law requiring the assent of a certain proportion of voters qualified to vote in the municipality, instead of a certain proportion of those actually voting, for the reason that the present statute makes the granting of exemptions feasible in small municipalities while it is impossible in larger ones.

The Association strongly urges that the law should be so framed that not only in theory, but in practice, it shall be equally applicable to all municipalities, thereby securing uniformity.

The country that is made by a boom will, like a bubble, be burst by a blow.

*Paper read before the Assessment Commission,



The Export Merchant Shippers' Directory

OF GREAT BRITAIN AND IRELAND.

An Alphabetical List of Exporters arranged under their individual towns giving places of shipment and class of goods shipped.

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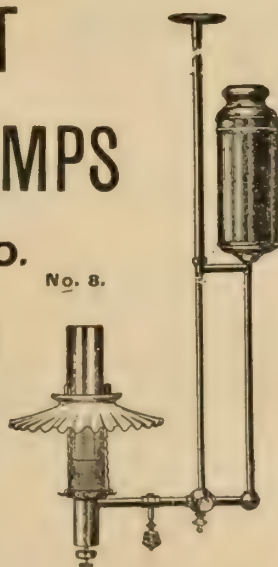
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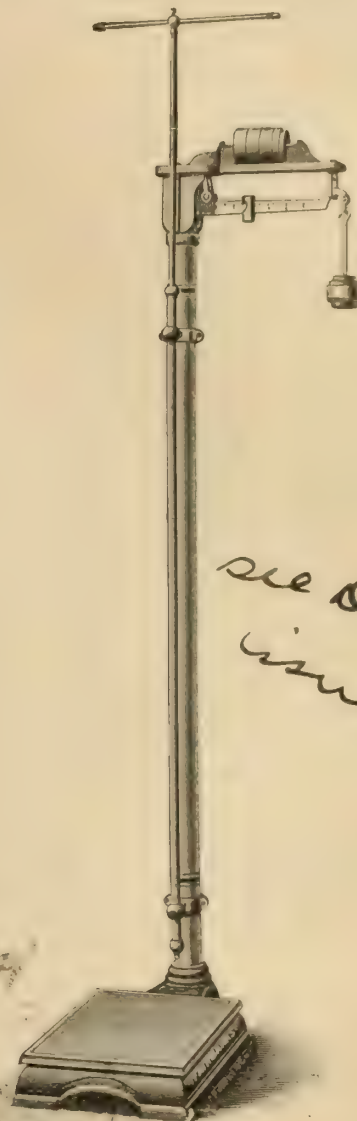
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This Scale is Iron and Brass throughout, nickel-plated
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Finished in pale blue enamel, or imitation oak.

An ideal Household Scale in every respect.

PRICES AND CATALOGUE FOR THE ASKING

The Fairbanks Co.,

749 CRAIG STREET,

MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, December 14, 1900.

HARDWARE.

A QUIET, but healthy, tone pervades the hardware business at the present moment. Shelf hardware, winter and holiday goods are in good request, with the heavier metals moving somewhat slowly. Some large lots of cutlery have been sold this week, and case goods in the good, as well as cheap, grades are meeting with a highly-satisfactory inquiry. Snow shovels and sleigh bells, and such articles as cow chains, are still being called for. Although the manufacturers of furnaces and stoves are not so busy as they were, they still experience difficulty in keeping orders filled to date. It is reported in the trade that the manufacturers of cut and wire nails will advance prices on these lines 25c. per keg when they meet, about January 1. The raw material used in the production of cut nails is higher, and warrants a rise, while the last drop in wire nails was not warranted by the cost of wire rods, so the manu-

facturers may see fit to advance values on both lines. At present, nails are in moderate request. Horseshoes, hay-baling wire, bolts and rivets and burrs are rather active. Plain galvanized wire has been reduced. Payments are satisfactory.

BARB WIRE—There is a dearth of business in this line just now. The market is steady. The ruling price is \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—Prices have been reduced slightly. We quote as follows: No. 5, \$4.25; Nos. 6, 7 and 8 gauge \$3.75; No. 9, \$3.00; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.15; No. 13, \$3.25; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.00.

SMOOTH WIRE—In some grades, such as hay-baling wire, a good business is doing at \$2.80 per 100 lb.

FINE STEEL WIRE—A little stock is moving at a discount of 17½ per cent. off the list.

BRASS AND COPPER WIRE—A small trade has been done in this line this week.

Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Business is quiet. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—There is not much doing on spot. The opinion has been pretty freely expressed this week that at the meeting of the manufacturers at the beginning of the year prices would be raised 25c. per keg. The margin of profit at the present level of values is reputed to be lower than usual. We quote as follows: \$2.85 for small lots and \$2.75 for carlots, f. o. b. Montreal, Toronto, Hamilton, London, Gananoque, and St. John, N.B.

CUT NAILS—The feeling in cut nails is also firm, although buying is confined to small lots at present. We quote: \$2.35 for small and \$2.25 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—Inquiries are numerous. The discounts are 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

WE'RE BOUND TO LEAD!

"Climax" Nickel-Plated Copper



Nos. 8 and 9.

One-Piece Handle, cannot fall apart.

No rivets in handle to break away, a special ear that will not allow the handle to bruise the breast.

Tea Kettles.

This is a complete departure from the lighter, cheap kettles that others have been selling during the past year, and visit the repair shop before being a year in use. Every part is made

Extra HEAVY AND DURABLE.

Made from 18-oz. Copper throughout.

Double-Seamed Spout, cannot melt off.

Seamed on body, cannot drop off.

"Famous" Stove Clay.

An indispensable article in a tinshop for the

STOVE REPAIRING SEASON.

Prepared and mixed especially for the making and repairing of linings in



RANGES, STOVES, FURNACES AND FIREPLACES.

THE McCLARY MFG. CO.

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NOW you want goods **QUICK**, so order from **McCLARY**.

Yes, you can get on with some other make of galvanized iron—no telling where you'll get to.

American Sheet Steel Company, New York.

Representatives for Canada
R. & S. H. Thompson & Company
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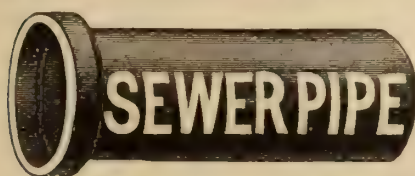
Contractors' and
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F. HYDE & CO.

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... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

HORSESHOES—The demand continues active with, prices unchanged. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—Fair amounts continue to be called for in sorting orders. Discounts are unchanged and are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.

BOLTS—A fair volume of business is doing in bolts and nuts, but there are no striking features in these lines. Discounts are as follows: Carriage bolts, 65 per cent.; machine bolts, 65 per cent.; coach screws, 75 per cent.; sleigh shoe bolts, 75 per cent.; bolt ends, 65 per cent.; plough bolts, 50 per cent.; square nuts, 4½c. per lb. off list; hexagon nuts, 4¾c. per lb. off list; tire bolts, 67½ per cent.; stove bolts, 67½ per cent.

COTTERPINS—Only a few straggling orders have come to hand this week. The American list is changed this week. We quote: 55 per cent. off English list, or, according to American list, ¼-in. and under, 80 and 20 per cent., 5 16 in., 80 and 10 per cent., and ¾ in., 70 and 10 per cent. off.

RIVETS—A fair trade is doing in rivets and burrs. The discount on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE—There is very little rope being sold just now. Manila is worth 12½c. per lb. for 7-16 and larger; sisal is quoted at 8½c. per lb. for 7-16 and larger. Lath-yarn is worth 8c. per lb.

SPADES AND SHOVELS—Snow shovels are still in active inquiry. The discounts are 40 and 5 per cent.

TACKS—A small business is passing. We quote: Carpet tacks, in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—The winter quiet is now on, and little business is being done. The prices range from \$18.50 to \$26, as to brand.

CEMENT—There is not much doing just now. We quote: German, \$2.50 to

SANDERSON'S STEEL

THE BEST FOR

**Tools, Drills,
Dies, etc.**

LARGE ASSORTMENT IN STOCK

A. C. LESLIE & CO.

CANADIAN AGENTS,

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

PIG TIN
INGOT COPPER
LAKE COPPER
PIG LEAD
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WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

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Do You Carry a Stock of

GRANATINE FLOOR FINISH

FOR NATURAL WOOD FLOORS, OIL
CLOTH, LINOLEUMS, ETC. ?

If not, you should, as it is a finish you can always highly recommend, knowing it will not only please the purchaser, but give the impression that you always handle reliable and up-to-date goods.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONT., CANADA.

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz.:

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

\$2.65; English, \$2.40 to \$2.50; Belgian, \$1.90 to \$2.15 per bbl.

METALS.

The feeling is healthy all through the metal trade, and, although there is no great rush, the large number of medium-sized orders is sufficient to impart an activity to the market of the past month that it had not seen for some time. Galvanized sheets, pipe, Canada plate and tinplates are the lines most sought. Some dealers have advanced the prices of Canada plate this week.

PIG IRON—Prices are steady. Inquiries are numerous, but there is nothing remarkable in the market. No. 1 Hamilton and Nova Scotian are worth \$19 to \$20, and Midland \$20 for future delivery. Summerlee ranges from \$24 to \$25.

BAR IRON—The market is firm. The demand is active at \$1.70 per 100 lb.

BLACK SHEETS—Quite a number of buyers have been on the market this week. The price is \$2.85 for 8 to 16 gauge.

GALVANIZED IRON—The demand is good, and quite a number of orders are being made for spring import. We quote: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—This line is featureless. The ruling price is 17 1/2c.

INGOT TIN—The New York and London markets are easier, but Lamb and Flag here is still worth 34c.

LEAD—A moderate trade is being done at \$4.65.

LEAD PIPE—The demand continues in fair proportions. We quote 7c. for ordinary and 7 1/2c. for composition waste, with 15 per cent. off.

IRON PIPE—Some dealers have not yet raised their prices, but the tendency is in that direction. We quote: Black pipe, 1/4, \$2.80 per 100 ft.; 3/8, \$2.80; 1/2, \$2.85; 3/4, \$3.05; 1-in., \$4.35; 1 1/4, \$5.95; 1 1/2, \$7.10; 2-in., \$9.50. Galvanized, 1/2, \$4.90; 3/4, \$5.40; 1 in., \$7.35; 1 1/4, \$9.75; 1 1/2, \$11.70; 2-in., \$15.75.

TINPLATES—The amounts being shipped are quite large. We quote: Coke, \$4.50; charcoal, \$4.75.

CANADA PLATE—A good distributing trade from stock has been done this week. We quote: 52's, \$2.90; 60's, \$3; 75's, \$3.10; full polished, \$3.75, and galvanized, \$4.60.

TOOL STEEL—We quote: Black Diamond, 8c.; Jessop's 13c.

STEEL—Is in fair request. We quote: Sleighshoe, \$1.85; tire, \$1.95; spring, \$2.75; machinery, \$2.75, and toe calk, \$2.50.

TERNE PLATES—There is no feature to mention. The price is as before: \$8.25.

SWEDISH IRON—This article is experiencing the usual demand, at \$4.25.

COIL CHAIN—A good trade is doing, and some large import orders have been placed. We quote: No. 6, 11 1/2c.; No. 5, 10c.; No. 4, 9 1/2c.; No. 3, 9c.; 1/4-inch, 7 1/2c. per lb.; 5-16, \$4.60; 5-16 exact, \$5.10; 3/8, \$4.20; 7-16, \$4.00; 1/2, \$3.75; 9-16, \$3.65; 5/8, \$3.35; 3/4, \$3.25; 7/8, \$3.20; 1-in., \$3.15.

SHEET ZINC—Values are steady at 6 to 6 1/4c.

ANTIMONY—Unchanged, at 10c.
GLASS.

Has been in fair inquiry at steady prices. We quote as follow: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

This is a quiet season, but the amount of business exceeds that of last year on December account. The orders are of a sorting nature, but they are numerous, and sometimes make up a good total. There has been a particularly active demand from the manufacturing industries. The range of prices is steady. In the West, dealers are quoting linseed oil for April, May and June shipment, but, in Montreal, dealers are

not making these future contracts. The linseed oil market is better than it was. Turpentine is a little weak in the South, but a reaction is looked for. We quote:

WHITE LEAD—Best brands, Government standard, \$6.50; No. 1, \$6.12½; No. 2, \$5.75; No. 3, \$5.37½, and No. 4, \$5, all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks; kegs \$6.

RED LEAD—Casks, \$5.50; in kegs, \$5.75.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 82c.; boiled, 85c., five to nine barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 64c.; two to four barrels, 63c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ¼c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

There has been no particular change to note this week. The market continues strong and iron scarce. We quote: Heavy copper and wire, 13 to 13½c. per lb.; light copper, 12c.; heavy brass, 12c.; heavy yellow, 8¼ to 9c.; light brass, 6½ to 7c.; lead, 2¼ to 3c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$13 to \$14 per gross ton; No. 1 cast, \$13 to \$14; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4.

PETROLEUM.

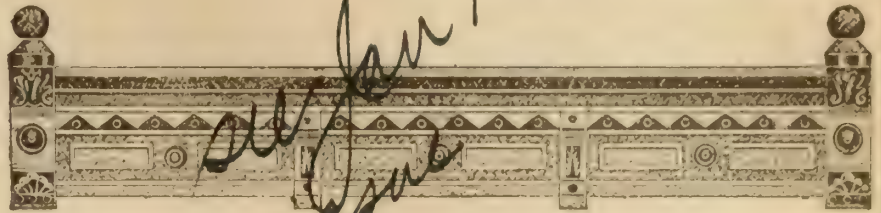
The winter trade is fully up to the average. We quote: "Silver Star," 15 to 16c.; "Imperial Acme," 16½ to 17½c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

The price of green hides has been lowered 1c. to 8¼c. for No. 1. Tanners are not eager to take at the decline. Lambskins have advanced to 90c. We quote: Light hides, 8¼c. for No. 1; 7½c. for No. 2, and 6½c. for No. 3. Calfskins, 8c. for No. 1 and 6c. for No. 2.

OUR METALLIC CORNICES

ARE A NECESSARY FEATURE OF ALL PRACTICAL BUILDING PLANS.



DESIGN No. 1187.

Either for new structures, or for improving old ones, they offer unequalled advantages. Light in weight and easily handled. Most handsome in design. Fireproof and economical. Our catalogue shows many fine stock patterns, and we also make any size, shape or design desired.

Why not prepare to do the business of your locality?

METALLIC ROOFING CO., Limited, KING and DUFFERIN STREETS, Toronto.
Wholesale Manufacturers.

ONTARIO MARKETS.

TORONTO, December 14, 1900.

HARDWARE.

BUSINESS is gradually falling off and may naturally be expected to continue to do so until the holiday season is over. For this time of the year, however, a fair trade is being done. The week has not been marked by any particularly striking features. Letter orders are fair, and few, if any, complaints are heard in regard to payments. The cold weather will naturally assist business in some lines. The wire nail trade is fair, with prices steady. Cut nails are as quiet as ever. Fence wires are being booked a little more freely for spring delivery, but very little is being done in shipment from stock. The screw trade keeps about as active as ever. A fairly good business is to be noted in bolts, but trade in rivets and burrs is not as active as it was. The activity noted in previous issues in horseshoes and horse nails is being well maintained. A good sorting-up business is being experienced in cutlery for the holiday trade. A slightly-improved trade is being done in skates and other seasonable lines. Orders are still being booked for poultry netting and green wire cloth.

BARB WIRE—A good deal of this is being booked for spring shipment, but nothing is being done for prompt shipment. Prices are steady and unchanged. We quote f.o.b. Cleveland at \$2.97½ in less than carlots, and \$2.85 for carlots. From stock, Toronto, the figure is \$3.10 per 100 lb.

SMOOTH STEEL WIRE—There is a little movement in oiled and annealed, but it does not amount to very much. A few

orders are also being received for hay-baling wire. The base price is unchanged at \$2.80 per 100 lb.

WIRE NAILS—Although most of the orders are for small lots, there have been a few good sized ones during the past week, and business is, on the whole, fair. The base price is \$2.85 per keg for less than carlots and \$2.75 for carlots. It is worthy of note that the contract for wire nails for the Corporation of Toronto has been awarded this week, the price being \$2.70 per keg net, which is considered a relatively better price than for some years.

CUT NAILS—There is still only a small trade being done, the base price is \$2.35 per keg.

GALVANIZED WIRE—Some business is being done for spring delivery, but very little for prompt shipment. We quote No. 9 at \$3.10, Toronto. The base price f.o.b. Cleveland is \$2.72½ per 100 lb.

HORSESHOES—Trade in this line continues active and the demand exceeds the supply. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

HORSE NAILS—A good business is still being done in horse nails. Discount, 50 per cent. on standard oval head and 50 and 10 per cent. on Acadia.

SCREWS—Trade is fair and keeping up well. We quote wood screws: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass,

75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—Business is beginning to improve in tire bolts, and a fair demand is still being experienced for stove bolts. We quote: Carriage bolts (Norway), full square, 70 per cent.; carriage bolts, full square, 70 per cent.; common carriage bolts, all sizes, 65 per cent.; machine bolts, all sizes, 65 per cent.; coach screws, 75 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 65 per cent.; bolt ends, 65 per cent.; nuts, square, 4¼c. off; nuts, hexagon, 4¼c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

RIVETS AND BURRS—Business is not as brisk as it was. This applies both to copper and to iron rivets. Discount, 60 and 10 per cent. on iron rivets; iron burrs, 55 per cent.; copper rivets and burrs, 35 and 5 per cent.

ROPE—Very little is being done, and the outside hemp markets are dull but fairly steady as to price. We quote the base price of sisal at 8½c., and of manila 12c. Cotton rope is unchanged as follows: 3-16 in. and larger, 16½c.; 5-32 in., 21½c., and ⅜ in., 22½c. per lb.

CUTLERY—A fairly good trade is being done, but nearly all the goods wanted are naturally on holiday account.

SPORTING GOODS—Trade is comparatively light in this line and devoid of any special features.

WRINGERS—A fairly good business has been done in this line during the past week.

BUILDING PAPER—A good and increasing trade is being done at unchanged prices.

SPADES, SHOVELS, ETC.—A little business is being done in spades and shovels, and a light demand is being experienced for snow shovels. Discount on spades and shovels is 40 and 5 per cent.

SKATES—Business is improving a little on account of the colder weather, the quantity now going out being fair.

SLEIGH BELLS—Some business is being done, but it does not yet amount to much.

POULTRY NETTING—Some orders are being booked for spring shipment. Discount 50 per cent.

GREEN WIRE CLOTH—Some orders are being placed, but trade is not active in this line. The price is unchanged at \$1.50 per 100 sq. ft.

CEMENT—There is practically nothing doing. Prices are nominally unaltered. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The iron and steel markets continue steady as to price and the same may be said of copper. Pig tin, however, is lower both at home and abroad. The demand locally is chiefly for galvanized sheets, black sheets and Canada plates. The only change in our quotations is in pig tin.

PIG IRON—The market is rather quiet, but prices remain steady. We quote Canadian pig at \$17 for No. 2, and American foundry iron at \$17.50 for No. 2 at Toronto.

BAR IRON—The demand for bar iron continues brisk with prices firm at \$1.60 to \$1.70.

STEEL—A fair trade is being done in hoop steel, and an active one is reported in sleigh shoe steel. We quote hoop steel at \$3.10 and sleigh shoe steel at \$2 base.

PIG TIN—The pig tin market has ruled weak and prices in London, England, are lower than they have been since January last. Locally, jobbers' quotations have been reduced 1½c. per lb., the figures now being 32 to 33c. Very little business is being done.

TIN PLATES—A fair trade is being done, and the demand is chiefly for coke plates, 14 x 20 and 20 x 28.

TINNED SHEETS—Business in this line has been rather more active, with 28 gauge still quoted at 9 to 9½c.

TERNE PLATES—These continue quiet, with I C unchanged at \$8.75.

BLACK SHEETS—The fairly active trade noted in previous issues has been maintained during the past week. The base price is unchanged at \$3.40 per 100 lb.

GALVANIZED SHEETS—Business continues fairly good. We quote English at \$4.85 and American at \$4.50 for ordinary quantities.

CANADA PLATES—These are still going out in small quantities, and in this way a steady trade is being done. We quote: All dull, \$3.15; half and half, \$3.25; and all bright, \$3.85 to \$4.

IRON PIPE—The demand keeps active, particularly for black pipe, and the manufacturers are still short on orders. Black pipe is quoted: ¼ in., \$3.10; ⅜ in., \$3.10; ½ in., \$3.10; ¾ in., \$3.35; 1 in., \$4.75; 1¼ in., \$6.50; 1½ in., \$7.70; 2 in., \$10.70. Galvanized pipe is as follows: ½ in., \$4.65; ¾ in., \$5.35; 1 in., \$7.25; 1¼ in., \$9.75; 1½ in., \$12.25; 2 in., \$15.

SOLDER—The demand for solder has been moderate during the past week. We quote half-and-half, 20 to 21c.; refined, 19 to 20c.; wiping, 19 to 19½c.

PIG LEAD—A fair amount of business has been done during the past week. The ruling quotation is still 4¼ to 5c. per lb.

COPPER—Ingot copper is quiet, and just

Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM. SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

BURMAN & Sons, Limited HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as applied to Her Majesty's War Office to clip the avary horses in South Africa. Barbers' Clippers in many quantities. Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts. Power Sheep Shearing Machines. BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 2¢ per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

a moderate business is being done in sheet copper. We quote ingot at 19 to 20c.; bolt or bar, $23\frac{1}{2}$ to 25c.; sheet, 23 to $23\frac{1}{2}$ c.

BRASS—Trade is keeping up well, and, during the past week, has been active. Discount, 15 per cent. on rod and sheet.

ZINC SPelter—A quiet trade only can be reported. We quote 6 to $6\frac{1}{2}$ c. per lb.

SHEET ZINC—This has also ruled quiet during the past week, the demand having fallen off. We quote casks at \$6.75 to \$7, and part casks at \$7 to \$7.50.

ANTIMONY—The improved business noted last week has been maintained, there still being a fair amount doing. We quote 11 to $11\frac{1}{2}$ c. per lb.

PAINTS AND OILS.

There is little doing. White lead and sundries keep firm. Turpentine and linseed oil have shown a weaker feeling this week, and a decline of 4c. is shown in turpentine. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.62 $\frac{1}{2}$; No. 1, \$6.25; No. 2, \$5.87 $\frac{1}{2}$; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to $7\frac{1}{2}$ c.

ORANGE MINERAL—Genuine, 8 to $8\frac{1}{2}$ c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to $10\frac{1}{2}$ c. per lb. and $10\frac{1}{2}$ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 82c.; boiled, 85c.; 5 to 9 barrels, raw, 81c.; boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 60c.; two to four barrels, 59c., to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

There is still a good demand. Some holders state that stocks are lighter in several sizes than they have been for years. Prices are consequently firm. We still quote first break locally as follows: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4; double diamond under 26 united inches, \$6, Toronto, Hamilton

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETT," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Borders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

GLAZIERS' DIAMONDS

of every description
Reliable Tools at low prices.



A. SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

THE . . .

Waggoner Extension Ladder.



The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.

and London; terms 4 months or 3 per cent. 30 days.

OLD MATERIAL.

No. 1 wrought scrap is 5c. dearer; otherwise, there is no change. We now quote jobbers' prices as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 55c. per cwt.; stove cast, 40c.; No. 1 wrought 55c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, $10\frac{1}{2}$ c.; heavy copper, $12\frac{1}{2}$ c.; coil wire scrap, 13c.; light brass, 7c.; heavy yellow brass, 10 to $10\frac{1}{2}$ c.; heavy red brass, $10\frac{1}{2}$ c.; scrap lead, 3c.; zinc, $2\frac{1}{2}$ c.; scrap rubber, 7c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

The market keeps steady at unchanged prices. We quote as follows: Cowhides, No. 1, $8\frac{1}{2}$ c.; No. 2, $7\frac{1}{2}$ c.; No. 3, $6\frac{1}{2}$ c. Steer hides are worth 1c. more. Cured hides are quoted at 9 to $9\frac{1}{4}$ c.

SKINS—Sheepskins continue to advance. Otherwise there is no change. We quote as follows: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at 90 to 95c.

WOOL—The market is decidedly dull, but there is no change. We quote as follows: Combing fleece, 15 to 16c., and unwashed, $9\frac{1}{2}$ to 10c.

SEEDS.

Though there is practically nothing doing, prices are nominally steady at \$6 for the best values of alsike, and \$5.50 to \$6 for ordinary to the finest clover.

PETROLEUM.

The heaviest movement of the year is now reported. Prices are steady as follows:

Pratt's Astral, $16\frac{1}{2}$ to 17c. in bulk (barrels, \$1 extra); American water white, $16\frac{1}{2}$ to 17c. in barrels; Photogene, 16 to $16\frac{1}{2}$ c.; Sarnia water white, $15\frac{1}{2}$ to 16c. in barrels; Sarnia prime white, $14\frac{1}{2}$ to 15c. in barrels.

COAL.

A big movement is reported, both from the mines to jobbers and from the latter to their customers. Prices are unchanged. We quote anthracite on cars Buffalo and bridges: Grate, \$4.75 per gross ton and \$4.24 per net ton; egg, stove and nut, \$5 per gross ton and \$4.46 per net ton.

MARKET NOTES.

Pig tin is $1\frac{1}{2}$ c. lower at 32 to 33c. per lb.

PERSONAL MENTION.

Pilkington Bros., Limited, have appointed F. B. Bamford their agent in Canada to succeed Mr. Thorpe.

DEATH OF MR. T. G. DEXTER'S FATHER.

The late Mr. Thomas Dexter, whose death occurred on Thursday, was the father of Mr. Thomas G. Dexter, manager of H. S. Howland, Sons & Co., wholesale hardware, Toronto. Deceased was born in Staines, Middlesex county, England, in 1822, and was, therefore, 78 years of age at the time of his death.

He had been a resident of Canada since 1849. Six children survive him. They are: Thomas G. Dexter, Toronto; Henry I. Dexter, New York; Mrs. Thomas Grainger, Toronto; Mrs. Joshua Denovan, Toronto; Mrs. Joseph McArthur, Rossland, and Mrs. (Dr.) Dalgleish, Winnipeg.

MANITOBA MARKETS.

WINNIPEG, December 10, 1900.

BUSINESS is very slow, and collections equally so. News in the hardware trade is as scarce as strawberries in December. The feature of the week is the decline of 15c. on all wire and cut nails. All other prices remain unchanged.

Price list for the week is as follows:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire.	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg.	3 60
" 16 and 20	3 65
" 10	3 70
" 8	3 75
" 6	3 90
" 4	4 00
" 3	4 25
Cut nails, 30 to 60 dy.	3 15
" 20 to 40	3 20
" 10 to 16	3 25
" 8	3 30
" 6	3 45
" 4	3 55
" 3	3 80
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 95
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4.50 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge.	3 75
28 gauge.	4 00
Galvanized American, 16 gauge.	2 54
18 to 22 gauge	4 50
24 gauge.	4 75
26 gauge.	5 00
28 gauge.	5 25
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
" 1X	12 75
" 1XX	14 75
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	3 90
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots.	8 00
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch.	50 an 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	\$ 9 25
" 3/4	9 75
" 1/2 and 5-16	10 25
Manila, 7-16 and larger	13 50
" 3/4	14 00
" 1/2 and 5-16	14 50
Solder	22
Cotton Rope, all sizes, lb.	17 1/2
Axes, chopping	\$ 7 50 to 12 00
" double bits.	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round "	70 p.c.
Flat " brass.	70 p.c.
Round "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine.	45 p.c.
Tire.	60 p.c.
Sleigh shoe.	65 p.c.
Plough	40 p.c.
Rivets, iron.	50 p.c.
Copper, No. 8.	50c. lb.
Spades and shovels.	40 p.c.
Harvest tools.	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 75
No. 1.	1 25

Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military.	5 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge.	16 50
chilled, 12 gauge	18 00
soft, 10 gauge.	21 00
chilled, 10 gauge.	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	6 75
Chilled.	7 50
Powder, F.F., keg.	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.

PETROLEUM.

Water white American	24 1/2 c.
Prime white American	23c.
Water white Canadian	21c.
Prime white Canadian	19c.

PAINTS, OILS AND GLASS

Turpentine, pure, in barrels.	\$ 70
Less than barrel lots	75
Linseed oil, raw	90
Boiled	93
Lubricating oils, Eldorado castor.	25 1/2
Eldorado engine	24 1/2
Atlantic red.	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil.	\$ 1 00
Steam refined oil.	85
Sperm oil.	1 50
Castor oil.	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40.	2 50
41 to 50.	5 50
51 to 60.	6 00
61 to 70.	6 50
Putty, in bladders, barrel lots.	2 1/2
kegs.	2 3/4
White lead, pure.	per cwt. 7 25
No. 1.	7 00
Prepared paints, pure liquid colors, according to shade and color.	per gal. \$1.30 to \$1.90

ONE OF THE GOOD THINGS THIS YEAR.

The new monthly, The Ladies' Magazine, the Canadian women's newspaper, is in its second issue with the Christmas number, and already its promised growth in strength and brightness is very apparent. The December number appears in a handsomely-tinted cover, and its contents are of real interest to family readers, admirably printed and profusely illustrated. There is a beautiful full-page frontispiece; three bright stories; an illustrated article on the work of the Victorian nurses; a sketch, "Christmas with the College Girls"; two pages of fashion notes; the month's weddings, with portraits—one of the popular features of the magazine; "The Table on Christmas Day," with illustrated recipes; "The Knack of Happy Gift-Making," and other holiday suggestions; Answers to Correspondents, and a page of news from Canadian women's societies. The whole number is bright—one of the best, and in price the cheapest, Christmas publications of the year—and a credit to Canadian journalism. Ten cents a copy. The Hugh C. MacLean Company, Toronto.

THE "X RAY" SEEDER.

The accompanying cut represents a raisin seeder handled by The McClary Manufacturing Co. and is seasonable at this time of the year. As represented in the cut, the seeders are so made that they will divide the raisin meat from the seeds in such a way that the work can be done more quickly, and saves the annoyance and trouble when done by hand. One lb. of raisins can be seeded in three minutes.

The McClary Manufacturing Co. also



handle a similar line in a cheaper make which is made entirely of steel and cannot crack or break. It would pay every dealer to look into his stock of these lines, as the Christmas season takes more of these articles than any other season of the year.

TRADE OF DAWSON.

A despatch from Seattle, says: "According to statistics prepared by Collector of Customs Andrews, at Skagway, the shipments for the first four months of the fiscal year show a large increase over those of corresponding months last year, while October, 1900, falls behind October, 1899. The figures show that Victoria and Vancouver merchants have captured the lion's share of the Dawson trade, or that trade lying wholly within British territory. Formerly nine tenths of this traffic was supplied by Seattle merchants. During the four months of the fiscal year, beginning July 1, bonded shipments went through the port of Skagway to the value of \$2,156,881, against \$1,449,611 for the same period last year, while the value of domestic shipments amounted to but \$924,562. For the corresponding months of 1899 the amount was \$715,353. The record month for the shipment of domestic goods in the history of Skagway was September of this year, when they amounted to \$365,416. August was the banner month for bonded shipments, the value being \$845,918."

HOLIDAY LINES FOR HARDWARE-MEN.

WHILE this time of the year is generally looked upon as seasonable for fancy goods, novelties and other holiday goods, yet the legitimate hardware trade has its right to a share in the holiday business, and the hardware merchant who is alive to his opportunities can do a remunerative business by catering for it. With a view to increasing the interest of hardwaremen in the holiday trade, Rice Lewis & Son, Limited, Toronto, have issued a couple of catalogues entirely devoted to articles suit-

to the wall, thus preventing the tools from being knocked about as in an ordinary tool box. Then there are cabinetmakers' work benches, including those of small size suitable for amateurs; lines of scroll saws, amateur lathes, mathematical sets, etc.

Those who may not have a copy of the catalogue should send for one at once.



Fish Carver.



Brass Hot Water Kettle.

able for the Christmas trade. They are freely illustrated and have been distributed among the retail trade throughout the country.

One of the catalogues represents such goods as chafing dishes, brass kettles and stands, hot water kettles, coffee machines, egg boilers, dish covers, dinner gongs, cutlery cabinets, dessert and fish sets, scissors in cases, carvers in cases, razors in cases, brass candlesticks.

The other catalogue covers tool chests, from those suitable for small boys and to retail at \$3 each, to those desired by the expert mechanic, to retail at \$30 each. In this catalogue is also shown tool cabinets. Among them is one that can be fastened

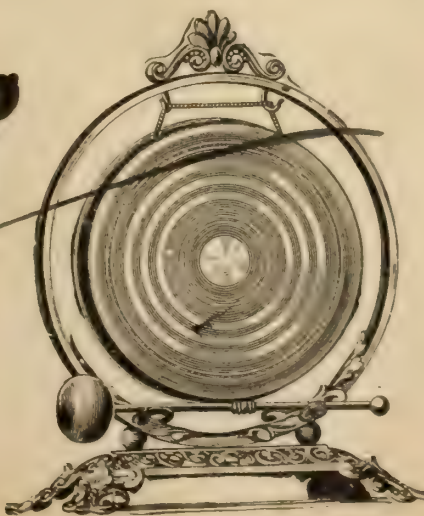
The accompanying cuts show some of the illustrations in the catalogue.

AN EXPORTERS' DIRECTORY.

A directory that should be of much value to many Canadian merchants is the Export Merchant Shippers' Directory of Great Britain and Ireland, which is advertised in this issue. This contains an alphabetical list of exporters arranged under their towns, giving places of shipment, and the class of goods shipped. As it is now in its 37th year of publication, it is a standard work. The price is 17s. 6d. It can be had from Dean & Son, Limited, 30a Fleet Street, E. C.



Nickel-Plated Chafing Dish.



Dinner Gong.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

TRAVELLER WANTED.

TRAVELLER WANTED FOR MANITOBA, with headquarters in Winnipeg, for Wholesale Shelf and Heavy Hardware. None need apply but those well qualified. Write, stating references, qualifications and naming salary expected. Address CAVERHILL, LEARMONT & Co., Montreal. (50)

HARDWARE BUSINESS FOR SALE.

HARDWARE AND TINSMITH BUSINESS for sale. A splendid opening. Address, "Drawer 316, Regina, Northwest Territories." (51)

GOOD BUSINESS CHANCE.

ADVERTISER DESIRES TO EXCHANGE some valuable and most desirable real estate in and around Vancouver for a stock of hardware, worth, say, from \$3,000 to \$10,000. For further particulars, address Box 31, HARDWARE AND METAL, Toronto, Ont. (50)

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor "SELL'S COMMERCIAL INTELLIGENCE," 168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

Standard Paint & Varnish Works Limited
Makers of High Grade
Varnishes, Japans,
Paints, Colors & Enamels
Windsor, Ont.

KNOX HENRY

Heavy Hardware and Metal Broker

Room 220 1/2 Board of Trade, MONTREAL.

TACKS, CUT NAILS, WIRE NAILS, HORSE SHOES, HORSE NAILS, SPIKES, BOLTS, NUTS, ETC.

SPECIALTIES — "C" Brand Horse Nails — Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co., Limited, Birmingham, Eng.

McLaskill, Dougall & Co
— Fine Varnish & Japans
Manufacturers
Montreal
Price Lists on application

HEATING AND PLUMBING

MASTERS AND MEN AGREE.

AN agreement has been reached by the master plumbers and the workmen in Pittsburgh. The following copy of the agreement is from The Plumbers' Trade Journal :

APPRENTICES.

Each shop may have at least one apprentice : for five journeymen, two apprentices ; for eight journeymen three apprentices ; in no case shall more than three be employed in one shop.

The ratio shall be determined by taking the average for 52 weeks, between October 1, 1899, and October 1, 1900, majority fractional parts equal to a unit.

One master plumber or one foreman shall be counted as a journeyman in estimating the number of apprentices.

The term of apprenticeship shall be five years. An apprentice shall serve four years, after which he shall be given tools, unless upon examination by the apprenticeship committee he shall be found capable of working with tools in three years.

When circumstances are such that an apprentice cannot complete his term in the shop in which he started, the apprenticeship committee shall make every possible effort to find a place for him in another shop, so that he may finish his trade.

One helper may be employed for every three journeymen actually working on a job estimated to last three days or over, but a row of houses shall not be interpreted to mean a job.

RULES GOVERNING EMPLOYEES.

1. From this date you shall be paid by the hour, and nine hours shall constitute one day's work, but in no case shall a journeyman receive less than one day's pay.

2. You must be ready to go to work, in shop or on job, at 7.30 a. m. sharp, and continue faithfully until 12 o'clock noon, and from 12.30 until 5 p. m. Any time lost by not commencing work promptly, or by idling same away, or by quitting before proper time without permission, will be deducted from your wages.

3. Special arrangements must be made with employer when work is a great distance from shop, but refusal on the part of the men to agree to such arrangements shall not be considered cause for discharge.

4. When requiring materials you must give helper a plainly written order for same, and on no account accompany him to the shop, unless you cannot proceed without them.

5. Blank books will be furnished on which you shall keep accurate account of all materials and time consumed on the job.

6. All work when completed must be reported to office at once; and all materials must be returned to shop or put in safe places, and list of same given at office.

7. Weekly time-slips will be furnished and must be carefully filled and handed to bookkeeper on Friday evening or Saturday before 7.30 a. m.

8. If you desire to lay off, notice must be given foreman.

9. Overtime shall be paid as time and one-half ;

double time only for Saturday after 4 p. m., Sundays and legal holidays.

10. Overtime not reported on or before Saturday of the week in which this is made will not be paid until the following week.

11. Any time or money spent doing work over that was improperly done, also any deductions from bills caused by negligence or carelessness of any workman, will, upon sufficient proof, after carefully examining the facts, giving the workman the benefit of the doubt, be deducted from his wages.

12. Plumbers and gasfitters will be required to furnish and keep in order the tools necessary to do their work, as heretofore.

13. No employe will be allowed to do sub contracting or lumping for a master plumber, nor work for any person who has taken such a contract.

14. Should any employe fail to receive his wages from his employer for work performed, at the end of two weeks he shall report the fact, and no employe shall work for said employer until all wages have been paid in full.

15. Journeymen shall receive their wages not later than 4 p. m. on Saturday, at the shop, unless otherwise agreed between employer and employe.

16. Any journeyman working outside of the radius of one mile (12 blocks to constitute a mile), whether on contract or not, shall be given car-fare.

17. No journeyman shall get out any material before starting time or after quitting time.

18. Journeymen shall not furnish any dies, vise, taps, reamers, pumps and gauge, hack-saw blades, brass-pipe wrench, oil or gasoline cans.

19. A journeyman who is employed shall not permit himself to be borrowed or loaned to work for any other employer, except when all members of Local Union No. 27 are employed at the time.

20. No employe shall be allowed to do any work after working hours, when employed during the day, except for his employer.

RECEIPT FOR MAKING RUST JOINTS.

In reply to a request of a correspondent for a receipt for making rust joints in iron pipe in a greenhouse heating system, The Metal Worker recently said :—The space between the bell and spigot end of the pipes should be calked first with oakum merely to keep the iron filings from getting into the pipes. The iron filings should be rather coarse, machine cuttings, if fine, being well adapted if they are from soft iron. For use they should be wet with water salted just so as to taste. Then the filings should be packed in so as to leave an even space all around, but not too tight. The water should not be too salt. If packed too tight with too much salt the expansion caused when the rust sets in will burst the pipe. The iron filings must be free from grease. The joint will set in a few hours or over night, and in a day will stand a light

pressure. Some mix rye flour with the iron filings and add vinegar for a cement. The use of a sal ammoniac with iron filings is old, but too much must not be used or the pipe will crack. The first method is safer, and if time is given for the joint to set will make a durable joint.

SOME BUILDING NOTES.

James McKinney is erecting a house in Norval, Ont.

The freight sheds of the C.P.R. at Owen Sound Ont., are being much enlarged.

John Campbell is building a residence on Westmoreland street, Fredericton, N.B.

John Curry, contractor, is building a house for Mrs. Magee in Bradford, Ont.

St. Patrick's Society, Ottawa, propose erecting a hall on Maria street, Ottawa. They have secured the site.

Tenders are being called up to December 20, for a new Methodist church in Wingham, Ont., by W. J. Greer, Wingham.

Arrangements have been completed for the location of the new headquarters of The E. B. Eddy Co., Limited, at the corner of Main and Chaudiere streets, Ottawa.

Tenders will soon be called for the erection of a separate school on Wolfe Island, Ont., according to plans recently prepared by H. P. Smith, architect, Kingston. Work will commence in the spring.

The Tavistock, Ont., Gazette, in reviewing the building operations in and about that place during the past summer, states that the contractors of Tavistock have been kept very busy all season. A church, a school, an opera house and many new residences have been erected.

The Government will probably ask the House of Commons to make provision at the coming session of Parliament for a new wing to the Printing Bureau, to cost from \$50,000 to \$60,000. Further accommodation is badly needed, as the Government printing is frequently delayed by want of room.

PLUMBER OUTWITS RUSSELL SAGE.

Because, as he says, he has outwitted Russell Sage, a plumber in the village of Lawrence, on Long Island, thinks he is smarter than any man in Wall street. He says he made \$25 by the transaction and is correspondingly jubilant. He was, earlier in the fall, engaged to do some repairs in several houses in Lawrence, which are owned by Mr. Sage. He presented a bill

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly
attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American Manu-
facturers. Correspondence invited from firms
wishing to be represented in Canada.

Manufacturers of

**Heating
Supplies**

Pipe Fittings and Headers.
Large Manifolds made to Order.
Steam Traps and Appliances, etc.

The
**Jas. Morrison Brass
Mfg. Co., Limited**
TORONTO.

**A..
Great
Loss**

averted by
using

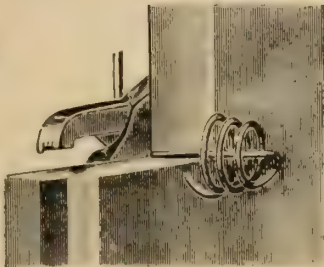
THE
**KLONDIKE
SAMPLE
HOLDER.**

Holds samples in any position, need no screws, is fixed
in a second, and samples are easily removed and re-
placed, so you have no loss with shop-worn goods.
Full particulars and free sample from the maker of

Bennett's Patent Shelf Box.

J. S. BENNETT

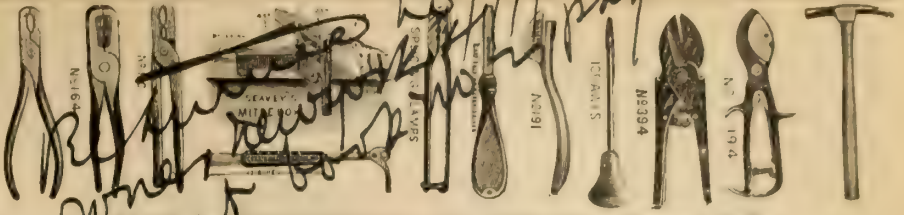
20 Sheridan Ave. TORONTO.
N. B. Boxes made to fit your present shelving.

**Buy the Best.****HERCULES**

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers



SMITH & HEMENWAY CO., 296 Broadway, N.Y.

Also Razors. Stropps, Glass Cutters, Etc.

Write for new Catalogue

**Hardwood CHARCOAL
WOOD ALCOHOL**

in Bulk or Sacks.

equalling Methylated Spirits as a solvent.

Manufactured only by..

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
Deseronto.

Gooderham Building. TORONTO

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

**Diamond
Adjustable Cook
Stove Damper**

Patented March 14th, 1893.



Patented December 22nd, 1890.

EXTENDED.
4 x 11 to 8 x 21.

For Sale by Jobbers of Hardware.

Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**
A. R. WOODYATT & CO., Guelph, Ontario.

LEADER CHURN

New Century Improvements.

FOUR DIFFERENT STYLES:

- A**—Steel Frame with double reversible Steel Lever.
- B**—Wood Frame with double reversible Steel Lever.
- C**—Steel Frame with Crank.
- D**—Wood Frame with Crank.

Styles **A** and **B** may be operated from a sitting
or standing position.

Steel Frames and Hoops beautifully ALUMINIZED.
All LEADER CHURNS are equipped with BICYCLE BALL
BEARINGS and PATENTED CREAM BREAKERS.
Stands are so constructed that they are particularly strong
and rigid, and there is nothing to interfere with the
placing of pail in the most convenient position for drain-
ing off buttermilk.

It Pays to Have the Best. None are Better Than the Leader.

THE

Dowswell Manufacturing Co.

Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son, Montreal, Que.

**E. B. SALYERDS**

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for
the Preston make of Stick.

Write for Prices.



for \$22, but the millionaire financier thought it was too much. "I'll give you \$18," he said. The plumber took the money and said nothing, though he thought hard. His opportunity came at last, when Mr. Sage sent for him again. "I'll do that job for \$54," said the plumber. "Go ahead," said Mr. Sage. When the plumber presented his bill a short time ago, his face bore a smile. He accepted the criticisms of his employer with suspicious fortitude, and finally receipted the bill for \$50. After putting the money in his pocket he had his revenge. "Mr. Sage," he is quoted as saying, "I could have done that job for \$25 and then made \$5, but knowing that you would beat me down I made the price \$54. I'm now \$25 ahead of you," and then the plumber vanished.

BUILDING PERMITS.

Building permits have been issued in Ottawa to John Black and Theo. St. Germain, for a brick house on Gilmour street, to cost \$1,500; to M. Landerville, for a brick stable on Albert street, to cost \$5,000; to Ald. S. J. Davis, for three brick residences on Hickey street, to cost \$6,000; to Albert Lester, for a frame dwelling on Bay street, to cost \$1,000; to L. R. Gauthier, for six tenement houses on Lorne avenue, to cost \$3,000; to H. N. Bate, for a 33 x 80 ft. dairy building on Canal street, to cost \$7,500.

The following building permits have been issued in Toronto: To John McIvor, for a pair of semi-detached houses at 44 and 46 Pearson avenue, to cost \$2,400; to King Bros., for a pair of semi-detached residences on Albany avenue, near Bloor street, to cost \$4,000, and to W. C. Jephcott, for a two-storey summer cottage on Hooper avenue, on the lake front, to cost \$1,200.

PLUMBING AND HEATING NOTES.

G. G. Bryant & Co., contractors, Sherbrooke, Que., have dissolved.

Desrocher & Jacques, contractors, Garthby, Que., have registered partnership.

Mrs. J. W. Freure is advertising the electric light plant of Port Rowan, Ont., for sale.

Francis Bernard & Co., plumbers, etc., St. Henri de Montreal, have registered partnership.

J. C. Harvey, Detroit, is conferring with the building committee who have charge of the extension to Queen's University regarding a central heating plant for the whole university—the present buildings and those to be erected.

Eugene Langhen, heretofore doing business at Quebec as merchant, tinsmith and plumber, under the firm name of C. Langhen

& Cie, has ceased doing business as such, and Adele Paquet, wife, separated as to property, of Cleophas Langhen, will continue the business under the same firm name, with Cleophas Langhen as her agent.

BUILDING OPERATIONS IN GALT.

The Galt Reporter, of Tuesday, contained a list of the building operations in that town during the past season, showing that \$123,650 had been expended in this way (exclusive of \$16,000 for cement walks) in the year. The principal items were improvements to Goldie Mills, \$10,000; John Sloan's new store, \$11,000; R. T. Randall's residence; the new Reporter office, \$5,000; Getty & Scott's shoe factory, \$5,000, and Shurly & Dietrich's new offices, \$5,000. These figures show Galt to be a thoroughly live and thriving town.

MONTREAL LUMBER EXPORTS.

The lumber exports from the port of Montreal have been carefully totalled from the Custom House manifest by Watson & Todd. They show a decrease from last year of about 50,000,000 feet.

Mr. Martin Power, of that firm, states that the decrease is due to the Ottawa fire, and that the lack of ships caused the increase in rates.

The following table gives the accurate export lumber trade for the season of 1900, as per Customs House returns. The principal shippers were:

	Feet.
Watson & Todd	56,993,035
Dobell, Becket & Co.	39,573,630
W. & J. Sharples	36,404,131
R. Cox & Co.	26,658,912
McArthur Bros.	19,263,716
Charlemagne Lumber Co.	15,655,816
J. Burstall & Co.	14,109,293
Cox, Long & Co.	6,303,230
McLaurin Bros.	5,542,992
E. H. Lemay.	3,474,910
D. Cream.	955,526
Harold Kennedy.	613,800
The Robt. Reford Co.	524,708
Imperial Lumber Co.	289,020
Montreal Lumber Co.	224,730
Sundry shippers.	409,408

To South America. 227,460,622
226,996,857
463,765

Total last year was 280,063,787 feet, a decrease of 52,603,165 feet.

CATALOGUES, BOOKLETS, ETC.

A pretty little calendar for 1901, about three by five inches, is being issued by The Marlin Arms Co., of New Haven, Conn. It is printed in five or six colors and the design is good. The striking character of the calendar is heightened by the head of a moose, which forms the centrepiece. "We will be pleased to send one to any of your readers if they will send us their address and enclose stamp for postage," writes the company.

SPECIAL TO THE TRADE!



During the annual convention of our travelling staff, now being held at our head office, 572 William Street, Montreal, we beg to state that it will afford us very great pleasure to receive your valued orders by Mail or Wire. The works in Montreal and Toronto are running full time, and prompt shipment is assured.

To our numerous friends reached by **HARDWARE AND METAL** in Canada and elsewhere we cordially wish a **Merry Christmas!**



THE CANADA PAINT COMPANY LIMITED

CHAT WITH A PAINT MAN ABOUT PRICES:

MR. C. C. BALLANTYNE, Montreal, manager of the Canadian division of The Sherwin Williams Co., was in Toronto the latter part of last week. He has recently returned from the annual convention of the company at Cleveland, and reports that the business outlook in the United States for the coming year is considered bright.

"They are looking for a good steady year's trade," he said, "and I think the same thing can be said in regard to trade in Canada."

"What about the paint trade situation?" I asked.

"Well, as you know, all the manufacturers in the United States have raised their prices on prepared paints 10 to 15c. per gallon. In Canada our firm has advanced its prices 10c. per gallon. But this, I assure you, does not cover the increase in the cost of raw material. Lead is costing us about 10 per cent. more than a year ago, but the increase that we have been compelled to make in the price of prepared paints is chiefly due to the increased cost of linseed oil, which is about 50 per cent. higher than it was a year ago, owing to the partial failure of the linseed crop in the Western States.

"From all information we can gather from the English and American markets a decline is scarcely possible in the price of linseed oil during the first four months of the next year, and then it is only likely to be if the crop in the Argentine Republic proves to be as large as expected. That might cause a slight decline. On the other hand the market was never so complicated as it is at present. No one is in a position to say definitely whether there will be a decline or not."

Mr. Ballantyne informed **HARDWARE AND METAL** that the paint mills in the new factory of the Sherwin-Williams Co., at Newark, N.J., and in the enlarged factory at Cleveland are being run by electricity instead of by steam power as heretofore. Even the small trucks used for conveying paint from one department to another are now also propelled by electricity in both factories named. Another improvement in the company's mills at the Cleveland, Newark, Chicago and Montreal factories is that they have all been fitted with ball bearings.

It is understood that a large company, composed of Montreal and Ottawa capitalists, has been organized to erect and operate large bridge and structural iron works in Ottawa. W. J. Campbell, Ottawa, is largely interested in the proposed concern.

WIRE RODS!

*Drawn to Decimal Sizes, Cut and Straightened,
In Uniform Sizes. Prompt Shipment.*

Chalcraft Screw Co., Limited, Brantford, Ont.



"DAISY" CHURN

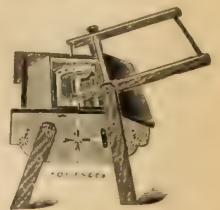
Has tempered steel cased bicycle ball bearings, strongest, neatest and most convenient frame. Only two bolts to adjust in setting up. Steel Bow Levers, suitable for either a standing or sitting posture. Has four wheels and adjustable feet to hold stand steady while churning. When churn is locked to stand the bow can be used as handles to move it about on the front wheels as handy as a baby carriage. Open on both sides to centre, giving free space for pail. Made with wood or steel stands, with Cranks only, or Bow Levers as desired.

Vollmar Perfect Washer

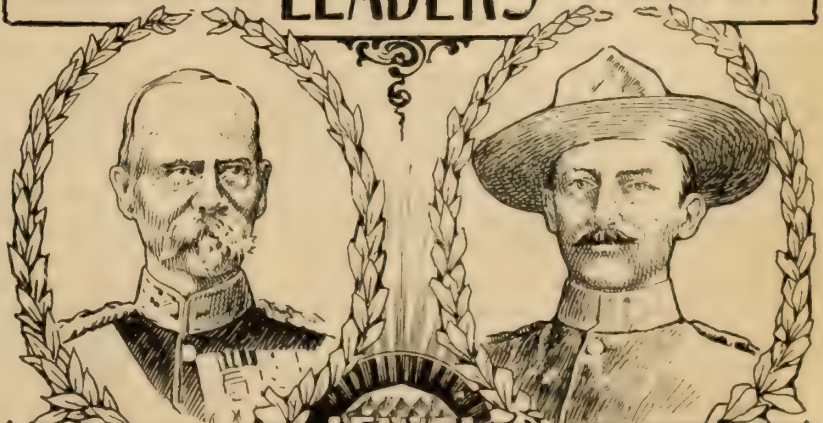
Has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine.

THE
Wortman & Ward Mfg. Co.,
Limited

LONDON, ONT.
Eastern Branch, 60 McGill Street, Montreal, Que.



THEY ARE LEADERS IN THEIR LINE



SO ALSO ARE JEWEL STOVES & RANGES

The ——— Manufactured by

Burrow, Stewart & Milne Co.

HAMILTON, ONT.

NEW CATALOGUE now ready.

Above cut will be sent to any customer for advertising in local papers.

THE STOVE AND THE CHIMNEY.

ONE of the most aggravating things the retail stove dealer has to contend with, observes Metal Worker, is the cooking stove or range that fails to bake satisfactorily. Not that he cannot readily find the difficulty, and remedy it, if any real difficulty exists, but he is often denied the chance to demonstrate that the trouble is not with the stove at all, but with the chimney, or with the person who operates the stove. As a general rule, if the customer is satisfied with the stove in every respect except its baking qualities the dealer will be given every opportunity to prove where the fault lies and to correct it; usually a simple matter; but if the housewife has made up her mind not to keep the stove, he must either take it back or lose a customer.

Stove manufacturers are guilty of many sins, both of omission and commission; but they are not guilty of making stoves that will not bake, if intended for that purpose. Yet some people imagine that there are large numbers made and sold that will not bake; and when they happen to purchase a new one, and connect it with a chimney that is, for one or more of many reasons, unable to furnish sufficient draft to make the stove work properly, they jump at the conclusion that they have been induced to invest in one of the nonbaking variety.

Insufficient draft is the cause of more complaints about the baking qualities of stoves and ranges than all other causes combined, and it is, as a rule, the easiest defect for the practical dealer to remedy. Experience has taught him various ways and means of increasing the draft in a poor chimney flue, but it has not taught him how to overcome the propensity of some people to condemn the stove, simply because it is not paid for and payment on it is due.

It would seem that a ruse of this kind would be too transparent for anyone of ordinary intelligence to attempt to practice, and yet every stove dealer knows that it is one that is frequently put in practice for the purpose of gaining time or getting a reduction or a concession of some kind. No course of treatment can be laid down as being applicable in all such cases, for the reason that in some instances the exercise of tact and diplomacy will prove most successful, while in others a threat to sue will be found the most effective.

Experience teaches that it is an excellent idea to arrange to be present some day when baking is being done. It sometimes happens that the person using the stove will not understand the use of the dampers, but they will invariably declare they are using them "according to directions," and the dealer will take it for granted that they are,

unless he sees them in the act of trying to bake with the dampers being used exactly contrary to directions.

Then, too, if the charge against the stove is a trumped-up one, it will usually be withdrawn after the dealer has been an eyewitness to a successful attempt at baking. The practical dealer knows, and all others may rest assured, that when a stove fails to bake well the chances are that it is not being given a chance to bake, for the average man or woman will act more stupidly in the management of a stove than in almost any other line of human endeavor.

COST OF ENAMELED WARE.

SPeAKING at the Richmond meeting of the National Hardware Association on market conditions, Wm. H. Matthai, of The National Enameling and Stamping Co., referred as follows to the cost of making enameled ware:

"Since December, 1898, there has been an advance in the cost of producing enameled ware of 27.4 per cent. Our company's prices on enameled ware now average 26.5 per cent. higher than in December, 1898. There has been an advance in the cost of producing stamped ware of 31.1 per cent. The company have advanced their prices 27.6 per cent.

"On pieced ware the advance in cost has been 26.3 per cent.; the advance in the selling price 20.4 per cent.

"On galvanized ware the advance in cost since December, 1898, has been 26 per cent; the advance in the selling price 25.4 per cent.

"In this particular case it will be noticed that a so called trust is really selling at a closer margin than was the case two years ago, when, up to February, 1899, the constituent plants of the company referred to were operated by individual concerns. It is doing it not because it is a philanthropic association, or pretends to be. Not because it wants to give its ware to the public at any less price than it is entitled to on a reasonable basis of profit, but simply and solely because in the long run it believes that its interest lies in adopting the most approved and economical methods of making goods and sharing with its patrons some of the advantages gained in its largely increased facilities, which enable it to make the finished product from the raw material, and by keeping prices wherever practicable to such level as will stimulate and increase consumption and will not tend to expose the trade to that most dangerous and demoralizing competition which follows when persons not familiar with a great manufacturing business are tempted to go into it by their imagining those already engaged in it are earning excessive profits."

SELLING HARDWARE AT A PROFIT.

FIRST, work in harmony with your competitors. Have a scale of prices, and do not sacrifice your word for a dollar. Mark goods high and keep a good stock of goods that are not carried by every store, such as guns, revolvers and cutlery. Learn to talk them. Fall in love with your goods; be

MARRIED TO YOUR BUSINESS,

and I will venture to say you will treat your customers right. Know what goods you have in the house, where they are and what they are worth, and you will be able to handle more business than two men who do not. You should know every night what your day's business has been, and it will be the means of your stimulating prices. Do not work on the

PITFALL SCHEME

of big sales and small profits, as the experienced help it requires to do that kind of business eats up the small profit. Push the accounts of slow-paying customers, and give your personal attention to each and every one. Never buy a bill of goods you do not wish; buy only the goods your experience teaches you to have.

As to the management of a store, a good deal could be said, but if we

LOOK AFTER THE SMALL THINGS

it is safe to say we will not neglect the big ones. I think all I have said here will overcome the catalogue and cut-throat competition. The less catalogues we have around the store, and the less we say and know about their prices, the better off we are. As legislating will not stop that kind of business, the best the small dealer can do is to make the most out of what stock he carries and be careful, and with the hardware association we will be able to

OVERCOME SOME OF THE DRAWBACKS

to the retail hardware business. Under present keen competition, do not try and undersell your competitor, but trust to your business ability to hold trade and make money. Keep your bills under cover, and never advertise goods at a given price. That will make your competitor feel like cutting a little under. The best way is to say "good goods at prices that are right." To be as brief as possible, I believe what I have said will overcome all we can under present conditions. — P. McCartney, in American Artisan.

HAS REMOVED TO GUELPH.

Mr. A. Zieman, hardware merchant, Preston, has removed his stock and business to Guelph, where he has secured a good location on the market square.

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from

Canadian Office:

6 St. Sacrament St., MONTREAL

F. A. YORK, Manager.



Spiral Tubular Radiators

E. T. WRIGHT & CO.

Hamilton, Ont.

Sole Agents for Canada.



"JARDINE"

TIRE UPSETTERS
WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

BERGER'S HOOKS

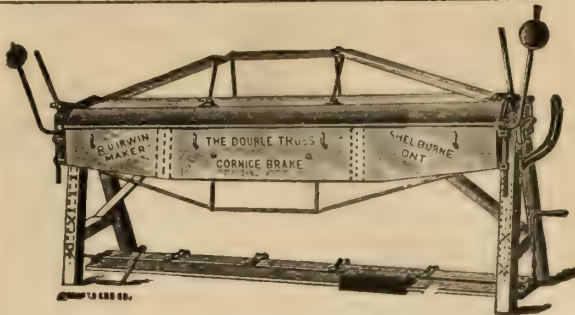
SOIL PIPE HOOKS
GAS PIPE HOOKS
PLUMBERS' HOOKS
GAS PIPE STRAPS
FLASHING HOOKS

Wrought or malleable, as desired. Large stock. Perfect goods. Write for catalogue and prices.

BERGER BROS. CO.

Mfrs of Tinnerns' and
Roofers' SUPPLIES.

231 and 237 Arch St., Philadelphia



This eight-foot Brake bends 22-gauge iron and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELburne, ONT.

The Latest and Best.

H. & R. Automatic Ejecting Single Gun.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Model
1900.



Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.
Descriptive Catalogue on request.

STEVENS FINE TOOLS

We make a perfect line
of

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also a valuable hand-book of information for mechanics and people interested in such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.



HUTCHISON, SHURLY & DERRETT

DOVERCOURT
TWIN MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared to furnish the best made goods in the market at closest prices and make prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HINTS ON BELTS AND THEIR CARE.

THE Campbell Manufacturing Co., of Fort Erie, Ont., who are makers of belt dressing, have issued a little folder giving instructions in regard to the care of belts, from which the following is taken :

Put single belt on under a tension of 50 lb. per inch of width and double belts about 70.

In tightening, a belt should be shortened one inch for every 10 feet of its length.

Avoid quarter twist belts, if possible.

Horizontal belts are more satisfactory than any other, and no belt should make a greater angle from the floor than 45 degrees. Vertical belts are very undesirable, on account of the injurious tension necessary to make them adhere to the pulleys.

Larger pulleys are more desirable than small ones.

The face of the pulley should be wider than the width of the belt, and slightly crowned.

Smooth pulleys are best for adhesion.

An oily, greasy belt has three-eighths as much adhesion as a clean one.

Lagging or covering the pulleys with leather increases the adhesion and, consequently, the power.

Belts should be kept at a proper tension and protected from water, dampness, steam, dripping oil or a greater heat than 110 degrees Fahrenheit.

Belts should be run with the grain side next to the pulley.

Always lace a belt from the centre toward the edges, and do not cross the laces on the side next to the pulleys.

The best speed for a belt is about 4,000 feet per minute.

Do not put neatsfoot oil on a belt except for stretching purposes.

Resin and resin oil will ruin a belt quicker than anything. Either burns the belt, making it hard and brittle.

Petroleum products of all kinds rot the belt and take all the life from the leather.

Do not use a belt dressing of the "sticky" kind. It requires more power to pull a sticky belt from the pulley than would be lost by a slipping belt.

Do not use a "slack belt" dressing. Belt-makers will not allow such a preparation to be used on belts guaranteed by them. The mere fact of the warning to "keep the can tightly closed" shows that some light oil, such as benzine, naphtha or gasoline, is used to hold in suspension a gummy surface dressing. An oil dressing of the proper kind will not evaporate.

If a belt draws on one side, or shrinks, a judicious application of neatsfoot oil will cause the belt to stretch in the proper place. Some belts will shrink on both edges at once, causing the centre to raise from the pulley. Apply neatsfoot oil to the edges only, not on the centre.

In the care of belts the most important point is the application of a preserving agent that will impart to the leather that pliability so necessary to obtain a thorough and perfect contact between belt and pulley and keep the fibre of the leather in an elastic state.

A NEW FIRM WANTS CATALOGUES.

Scott & Houghton are about to start a hardware store in Forest, Ont. They have been in the employ of The McClelland-French Paint Co., Buffalo, N.Y., until recently. Mr. Scott was manager of the Ohio branch at Columbus, and Mr.

Houghton traveling salesman. They will carry on business under the name of The Arcade Hardware Store, and will be pleased to receive catalogues and quotations from manufacturers and jobbers.

CEMENT WORKS FOR SIDNEY, B.C.

An American syndicate, with practically unlimited capital available, represented here by J. Keith Fisher, owner of the British Columbia Portland Cement Works in Vancouver, will erect, what will be the largest cement works west of Chicago, at Sidney, Vancouver Island. The works at Sidney, which will be erected forthwith, will begin with making about 300 barrels daily, gradually increasing this production until the output per diem is 2,000 barrels, or 20 times that of the Vancouver and San Francisco works. Their location at Sidney is considered a particularly happy selection, because it has been discovered that in that vicinity is an abundance of clay containing the properties needed for the finest cement. A further advantage to the investors in the new cement works will result from the choice of Sidney as the site, and that is its location on the line of the projected Great Northern extension to Victoria. Shipments from Sidney can readily be made by water to any port in the world direct.—Vancouver exchange.

NEWFOUNDLAND'S TRADE.

Newfoundland's trade returns, for an early copy of which we are indebted to Mr. Le Mesurier, show that the total exports for the year ending June 30, 1900, were \$8,627,576, and the total imports \$7,497,147. Newfoundland's largest customer is Brazil, the sales to that country being \$2,068,586. The next in order are Great Britain, \$1,890,659; Portugal, \$1,009,027; United States, \$988,954; Gibraltar, \$972,085; Canada, \$473,940; British West Indies, \$307,003; Spain, \$291,053; Holland, \$147,978; Germany, \$137,043; Italy, \$112,870; France, \$38,892; Belgium, \$20,484; Denmark, \$18,175; American West Indies, \$14,900. On the other hand, Newfoundlanders buy more Canadian goods than they do from any other country, our sales to them during 1900 amounting to \$2,805,490. Great Britain comes next with \$2,224,353; British West Indies, \$271,602; Ceylon, \$24,306; India, \$1,206; total from Great Britain and her possessions, \$5,326,957. It will thus be seen that over 70 per cent. of Newfoundland's purchases are from other parts of the Empire. The revenue for the year was \$2,213,334; expenditure, \$1,983,445, leaving a nice surplus of \$229,889. The oldest colony may be heartily congratulated on her excellent financial showing.—Globe.

HAVE GOT THEIR LICENSES.

The Provincial Secretary has issued licenses to the following companies operating under extra Provincial charters: The James Goldie Company, Limited, of Guelph; Evans & Sons, Limited, of Great Britain; The Collingwood Meat Company, Limited; The T. Long & Brother Company, Limited, Collingwood; The Simpson Company, Limited, Berlin; Dominion Transport Company, Limited, Toronto; Canadian Transfer Company, Toronto; Toronto Biscuit and Confectionery Company, Limited; Almonte Knitting Company, Limited; Ottawa Forwarding Company, Limited; Wm. Kennedy & Sons, Limited, Owen Sound; Geo. E. Tuckett & Son Company, Limited, Hamilton; Georgian Bay Lumber Company, Limited; Russell Hotel Company, Limited, Ottawa; J. D. King Company, Limited, Toronto; Hardill Engine Company, Limited, Mitchell; Kohler-Hayseen & Stehn Manufacturing Co., of Pennsylvania; Ottawa Truss and Surgical Manufacturing Company, Limited; James Cooper Manufacturing Company, Limited, Rat Portage; Deschenes Electric Company, Limited, Ottawa; Ontario Mining Company, Limited, Rat Portage; Westinghouse Manufacturing Company, Limited, Hamilton; Canada Colored Cotton Mills Company, Limited, Cornwall; Paterson Manufacturing Company, Limited, Toronto; Ottawa Despatch and Agency Company, Limited; Ottawa Carbide Company, Limited; Dominion Fish Company, Limited, Goderich; Toronto Type Foundry Company, Limited.

TENDERS FOR HARDWARE.

The board of control of the Toronto City Council opened tenders for hardware and other supplies on Wednesday, the lowest being: Lumber for waterworks purposes, Arthur Bryce; brass for house services, to the lowest tenderer in each case, providing the goods are satisfactory to the department; paving brick, Taylor Bros. and The Ontario Paving Brick Co., Limited; brass and bronze castings, John Dean and Thos. Dean; lubricating oils, Queen City Oil Co., if goods are satisfactory to the department; lead pipe, James Robertson Co., Limited; hydrants, four-way and two-way, John W. field & Co.; three-way, Canada Foundry Co.; sewer pipes, to the lowest tenderer in each case, providing samples satisfactory to the city engineer are submitted; wire nails, Thomas Meredith & Co.; sand, Joseph Gaby and Edwin Ashton & Sons; horse feed, to the lowest tenderer in each case, satisfactory samples to be sent; coal and wood, McGill & Co.; gravel, screened, John Browne and John McMullin; unscreened, Ashton & Sons and John McMullin; special castings, T. Tomlinson.

An oval-framed illustration of a large industrial factory complex. The scene depicts a sprawling facility with numerous multi-story buildings, many featuring rows of windows. Several tall chimneys are visible, emitting thick plumes of smoke that drift across the sky. A prominent feature is a long, inclined conveyor or ramp system extending from one part of the complex towards the foreground. In the foreground, there are various elements suggesting active industry: horse-drawn carts or wagons, and what appears to be a body of water or a large open area. The overall style is that of a historical engraving or woodcut.

All our goods are guaranteed.

Strip	0 18	0 20
Coopers	0 19	0 20
Huttner .....	.. .	0 18



The Imperial
Varnish & Color
Co's., Limited
Elastilite Varnish
1 gal. can, each.
\$2 00.

Granatine Floor
Finish, per gal.
\$2 00.

Maple Leaf
Coach Enamels:
Size 1 60c:

Size 1, 60c.;
Size 2, 35c.; Size
3, 20c. each.

Oil.	Raw.	Boiled.
....	\$0 84	\$0 85

London and Guelph
line.

owed	...	0 64
	....	0 63

1b..	0 10	0 10½
....	0 10½	0 11
Etc		
....	0 50	0 55

.....	.....	1 20
.....	.....	90
....	0 08 1/2	0 69

....	0 14	0 14 $\frac{1}{2}$
....	0 12	0 13
....	0 18	0 20
....	0 22	0 30
....	0 12	0 12

....	0 18	0 20
....	0 19	0 20
....	.. .	0 18

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.**HARDWARE.****Ammunition.**

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 40 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Central Fire Pistol and Rifle, 10 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p. c. to list. B. B. Caps, discount 40 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, net list.
Brass shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads. per lb.
Best thick white felt wadding, in 1/4-lb. bags, 1 00
Best thick brown or grey felt wads, in 1/4-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 100 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb. 10 0 12 1/2
Anvil and Vise combined 4 50
Wilkinson & Co's Anvils, lb. 0 09
Wilkinson & Co's Vices, lb. 0 09 1/2

Augers.

Gilmore's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 6 50 10 00
Double bit, 12 00 18 00
Bench Axes, 40 p. c.
Broad Axes, 33 1/2 per cent. 5 50 6 00
Hunters' Axes, 5 75 6 75
Boy's Axes, 6 50 12 00
Splitting Axes, 7 00 10 00
Handled Axes, 7 00 10 00

Axle Grease.

Ordinary, per gross, 5 75 6 00

Best quality, 13 00 15 00

Bath Tubs.

Zinc, 6 00

Copper, discount 15 p. c. off revised list

Baths.

Standard Enamelled, 30 0

5 1/2-inch rolled rim, 1st quality, 22 00

Anti-Friction Metal.

"Tandem" A, per lb. 0 27

"B, per lb. 0 21

"C, per lb. 0 11 1/2

Magnolia Anti-Friction Metal, per lb. 0 25

SYRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45

Dynamo, 0 29

Special, 0 25

Aluminum, 99 p. c. pure "Syracuse", 0 50

Bells.**Hand.**

Brass, 60 per cent.

Nickel, 55 per cent.

Cow.
American make, discount 66 2/3 per cent.
Canadian, discount 45 and 50 per cent.
Door.

Gongs, Sargent's, 5 50 8 00
"Peterboro", discount 45 per cent.
Farm.

American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40

Belows.

Hand, per doz., 3 35 4 75
Moulders, per doz., 7 50 10 00
Blacksmiths, discount 40 per cent.

Belting.

Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p. c.

Bits.

Auger.
Gilmore's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Gilmore's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.
Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.
All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts. Per cent.
Carriage Bolts, full square, Norway, 70
full square, 70
Common Carriage Bolts, all sizes, 65
Machine Bolts, all sizes, 65
Coach Screws, 75
Sleigh Shoe Bolts, 75
Blank Bolts, 65
Bolt Ends, 65
Nuts, square, 4 1/2 c. off
Nuts, hexagon, 4 1/2 c. off
Tire Bolts, 67 1/2
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 6 c.
Plough Bolts, 60

Boot Calks.
Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.
Discount, 55 per cent.

Broilers.
Light, dis. 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.
German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 50
Coal Tar, per barrel, 3 50
Pitch, per 100 lb., 0 80
Carpet felt, per ton, 45 10

Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.
Wrought Brass, net revised list
Cast Iron.

Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair, 0 40 0 65
American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross, 50 9 50

Cement.
Canadian Portland, 2 80 3 00
English, 3 00
Belgian, 2 75 3 00
Canadian hydraulic, 1 25 1 50

Chalk.
Carpenters, Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 6010 and 5 p. c.

Churns.
Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 58
p. c. 1 from stock in Montreal, 58 p. c.
Terms, 4 months or 3 p. c. cash in 30 days

Closets.
Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 25
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 25
Plain Richelieu, 3 75
Emb. Richelieu, 4 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 60
oval, 17 x 14 in., 1 50
19 x 15 in., 2 25

Compasses, Dividers, Etc.
American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.
Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair, 17 1/2
" 5, 22 1/2
" 6, 15
Boynott pattern, 20

Door Springs.
Torrey's Rod, per doz., (15 p. c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.
Coach and Wagon, dis. 50 and 10 per cent.
Carpenters, dis. 70 per cent.

Drills.
Hand and Breast.
Miller's Falls, per doz. net list.
DRILL BITS.
Morse, is., 37 1/2 to 40 per cent.
Standard dis. 50 and 5 to 55 per cent.

Faucets.
Common, cork-lined, dis. 35 per cent.
ELBOWS. (Stovepipe.)
No. 1, per doz., 1 80
No. 2, per doz., 1 60
Bright, 20c. per doz. extra.

ESCUTCHEONS.
Discount, 45 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 p. c. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.
Hay, manure, etc., dis. 50 and 10 per cent.
revised list.

GLASS—Window—Box Price.

Star D. Diamond
Size Per Per Per Per
United 50 ft. 100 ft. 50 ft. 100 ft.

Under 26, 2 10 4 00 6 00
26 to 40, 2 30 4 35 6 65
41 to 50, 4 75 7 25
51 to 60, 5 00 8 50
61 to 70, 5 35 9 25
71 to 80, 5 75 10 50
81 to 85, 6 50 11 75
86 to 90, 14 00
91 to 95, 15 50
96 to 100, 18 00

Gauges.
Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.
Rope, 3/8 per gross, 9 00
" 1/2 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., 5 15 5 20
Web, per doz., 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.
Magnetic, per doz., 1 10 1 20

Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Peen.
English and Can., per lb., 0 22 0 25

HANDLES.
Fork, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.
C. & B., dis. 40 per cent. rev. list.
Hoe, 1 00 1 25
American, per doz., 1 00 1 25
Plane, 3 15 3 75
American, per gross, 3 15 3 75
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair, 0 13 1/2

HANGERS. doz. pairs.
Steel barn door, 5 85 6 00
Sears, 4 inch, 5 00
" 5 inch, 6 50
Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 30
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.
Discount, 50 and 10 per cent.

HATCHETS.
Canadian, dis. 40 to 42 1/2 per cent.

HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 08 1/2
" 5-in., " 0 08 1/2
" 6-in., " 0 08 1/2
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 3 50
Per gro. pair, 12 00

HOES.
Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 25

HOLLOW WARE.
Discount, 45 and 5 per cent.

HOOKS.
Cast Iron.
Fird Cage, per doz., 0 50 1 10
Clothes Line, per doz., 0 27 0 63
Harness, per doz., 0 72 0 88
Hat and Coat, per gross, 1 00 3 00
Chandelier, per doz., 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.
Wire.
Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.
"C" brand 50 p. c. dis.
"M" brand 50 p. c. } Oval head.
Acadian, 50 and 10 per cent.

MALEHAM & YEOMANS,

Highest Award.

Manufacturers of

SHEFFIELD,
ENGLAND.

Exposition Universelle, Paris, 1889.

Table Cutlery, Razors,
Scissors, Butcher Knives
and Steels, Palette and
Putty Knives.

SPECIALTY: Cases of Carvers and
Cabinets of Cutlery.



F. H. SCOTT, 360 Temple Building, MONTREAL.

HORSESHOES.

Iron Shoes.	F.O.B. Montreal.	No. 2	No. 1.
Light, medium, and heavy.	3 50	and	larger.
Snow shoes.	3 75	and	smaller.
Steel Shoes.	4 00		
Light.	3 60		3 85
Featherweight (all sizes).	4 85		4 85
F.O.B. Toronto, Hamilton, London and			
Guelph, 10c. per keg additional.			
Toe weight steel shoes.	6 70		

JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June 1899.

ICE PICKS.

Star per doz.	3 00	3 25
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KETTLES.

Brass spun, 7 1/2 p.c. dis. off new list.		
Copper, per lb.	0 30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.

Lock, Can., dis. 45 p.c.		
Cabinet, trunk, and padlock,		
Am. per gross.	60	

KNOBBS.

Door, japanned and N.P., per		
doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L.		
screw, per gross.	1 30	4 00
White door knobs—per doz.	1 25	

HAY KNIVES.

Discount, 50 and 10 per cent.		
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LAMP WICKS.

Discount, 60 per cent.		
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LANTERNS.

Cold Blast, per doz.	7 50	
No. 3 "Wright's"	8 50	
Ordinary, with O burner.	4 25	
Dashboard, cold blast.	9 50	
No. 0.	6 00	
Japanning, 50c. per doz. extra.		

LEMON SQUEEZERS.

Porcelain lined.	2 20	5 60
Galvanized.	1 87	3 85
King, wood.	2 75	2 90
King, glass.	4 00	4 50
All glass.	1 20	1 30

LINE.

Fish, per gross.	1 05	2 50
Chalk.	1 90	7 40

LOCKS.

Canadian, dis. 45 p.c.		
Russell & Erwin, per doz.	3 00	3 25
Cabinet.		
Eagle, dis. 30 p.c.		
Padlock.		
English and Am., per doz.	50	6 00
Scandinavian.	1 00	2 40
Eagle, dis. 30 to 25 p.c.		

MACHINE SCREWS.

Flat head, discount 25 p.c.		
Round Head, discount 20 p.c.		

MALLETS.

Tinsmith's, per doz.	1 25	1 50
Ogden's, hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each.	60	2 00

MATTOCKS.

Canadian, per doz.	8 50	1 00
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MEAT CUTTERS.

American, dis. 25 to 30 p.c.		
German, 15 per cent.		

MILK CAN TRIMMINGS.

Discount, 25 per cent.		
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NAILS.

Quotations are:		
2 1/2 and 3 1/2	31 35	33 85
3 1/2	3 00	3 51
4 and 5 1/2	2 75	3 31
6 and 7 1/2	2 65	3 20
8 and 9 1/2	2 50	3 00
10 and 12 1/2	2 45	2 95
16 and 30 1/2	2 40	2 90
30, 40, 50 and 60 1/2 (base).	2 35	2 85
Galvanizing 20. per lb. net extra.		
Steel Cut Nails 100. extra.		
Miscellaneous wire nails, dis. 70 per cent.		
Coppers' nails, dis. 30 per cent.		
Flour barrel nails, dis. 25 per cent.		

NAIL PULLERS.

German and American.	1 85	3 50
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NAIL SETS.

Square, round, and octagon,		
per gross.	3 38	4 00
Diamond.	12 00	15 00

NETTING.

Poultry, 50 per cent. for McMullen's.		
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OAKUM.

Navy.	6 00	Per 100 lb.
U. S. Navy.	7 25	

OIL.

Water White (U.S.).	0 16 1/2	
Prime White (U.S.).	0 15 1/2	
Water White (Can.).	0 15	
Prime White (Can.).	0 14	

OILERS.

McClary's Model galvan. oil		
can, with pump, 5 gal.,		
per doz.	0 00	10 00
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass.	1 50	3 50
Malleable, dis. 25 per cent.		

GALVANIZED PAIRS.

Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.		
Flaring pairs, discount 45 per cent.		
Galvanized wash tubs, discount 45 per cent.		

PIECED WARE.

Discount 40 per cent. off list, June, 1899.		
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PICKS.

P r doz.	6 00	9 00
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PICTURE NAILS.

Porcelain head, per gross.	1 75	3 00
Brass head.	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 p.c.		
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PLANES.

Wood, bench, Canadian dis. 50 per cent.		
American dis. 50.		
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.		

PLANE IRONS.

English, per doz.	2 00	5 00
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PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37 1/2		
40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.		
Fuller's work, discount 65 per cent.		
Rough stops and stop and waste cocks, discount, 60 per cent.		
Jenkins' disk globe and angle valves, discount, 55 per cent.		
Standard valves, discount, 60 per cent.		
Jenkins' radiator valves discount 55 per cent.		
" standard, dis. 60 p.c.		
Quick opening valves, discount, 60 p.c.		

POWDER.

Velox Smokeless Shotgun Powder.		
100 lb. or less.	0 85	
1,000 lb. or more.	0 80	
Net 31 days.		

PRESSED SPIKES.

Discount, 25 per cent.		
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PULLEYS.

Hothouse, per doz.	0 55	1 00
Axle.	0 22	0 33
Screw.	0 27	1 00
Awning.	0 35	2 60

PUMPS.

Canadian cistern.	1 80	3 60
Canadian pitcher spont.	1 40	2 10

PUNCHES.

Saddlers', per doz.	1 00	1 85
Conductors'.	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

RANGE BOILERS.

Galvanized, 30 gallons.	6 50	
" 35 "	7 50	
" 40 "	8 50	

RASKS.

Copper.	30	22 00
" 35 "	26 00	
" 40 "	30 00	

Discount off Copper Boilers 10 per cent.

CAST STEEL AND MALLEABLE CANADIAN LIST

50 and 10 p.c. revised list.		
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WOOD, 25 PER CENT.**RASPS AND HORSE RASPS.**

New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heller's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.

Geo. Butler & Co.'s.	8 00	18
Boker's.	7 50	11 00
Wade & Butcher's.	3 60	10 00
Theile & Quack's.	7 00	12 00
Elliot's.	4 00	18 00

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Discount, 50 and 10 per cent.		
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REGISTERS.

Discount, 40 per cent.		
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Iron Rivets, discount 60 and 10 per cent.		
Iron Burrs, discount 55 per cent.		
Black and Tinned Rivets, 60 p.c.		
Extras on Iron Rivets in 1-lb. cartons, 1/2 c.		
per lb.		
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Canadian, dis. 35 37 1/2 per cent.		
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ROPE, ETC.

7-16 in. and larger, per lb.	8 1/2	12 1/2
3/4 in.	9 1/2	13 1/2
1/2 and 5-16 in.		14 1/2
Cotton, 3-16 inch and larger		16 1/2
" 5-32 inch.		21 1/2
" 1/2 inch.		22 1/2
Russia Deep Sea.		15 1/2
Jute.		8
Lath Yarn.		9 1/2
New Zealand Rope.		10 1/2

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Boxwood, dis. 75 and 10 p.c.		
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Mrs. Potts, No. 55, polished.	0 70	per set
" No. 50, nickel-plated.	75	

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Domestic Flint Paper, 47 1/2 per cent.		
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Bronzed iron with hooks, per doz.	9 50	
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Hand, Disston's, dis. 12 1/2 p.c.		
S. & D., 40 per cent.		
Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
" frame only.	0 75	

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Sectional, per 100 lbs.	3 25	
Solid,	1 50	

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Per lb.	0 23	0 30
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Champion, 65 per cent.		
Fairbanks Standard, 35 p.c.		
" Dominion, 55 p.c.		
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Sargent's, per doz.	0 65	1 00
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" F. H., bronze, dis. 67 1/2 p.c.		
" R. H., " 62 1/2 p.c.		
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" iron,	4 25	5 75

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Clout nails, blued and tinned.....	65 and 5
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Cigar box nails	35
Patent brads	40
Fine finishing	40
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" " in bulk	75
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" " in bulk	15
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Zinc glazier's points	5
Double pointed tacks, papers.....	90 and 10
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English, ass skin, per doz....	2 75	5 00
English, Patent Leather....	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

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German, per doz..... 4 75 6 00
S. & D., discount 35 per cent.

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Wrapping, cotton, per lb 0 22 | 0 26 || Wrapping, mottled, per pack. | 0 53 | 0 60 |
Wrapping cotton, 3-ply	0 20	0 20
" 4-ply	0 23	0 45
Mattress, per lb.....	0 33	0 35
Staging, "	0 27	0 35
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Bench, parallel, each 2 00 | 4 50 || Coach, each..... | 6 00 | 7 00 |
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz	6 50	13 00

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No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c.—Extras net per 100 lb.:
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List of extras: In 100-lb. lots: No.
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\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$5. Coppered, 5c.—oil-
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10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
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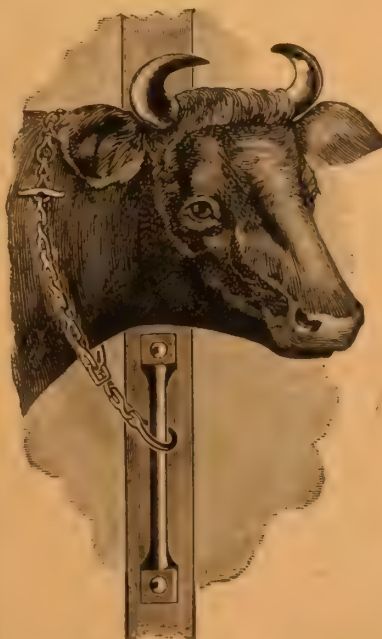
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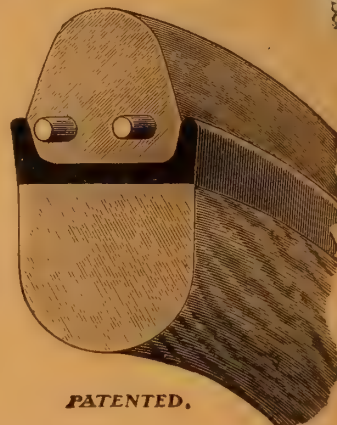
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NO. 51

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13/3/01
page 1

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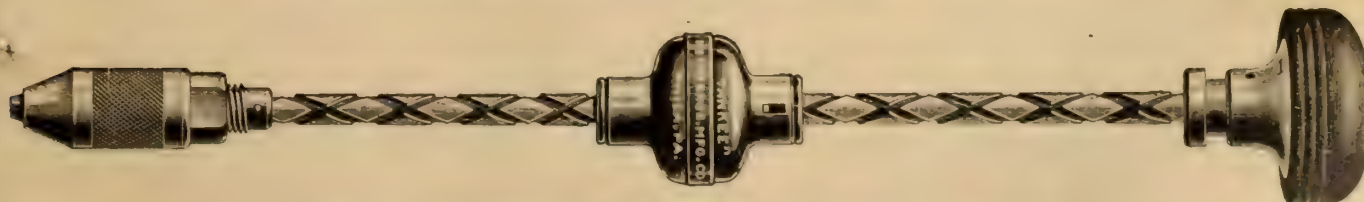
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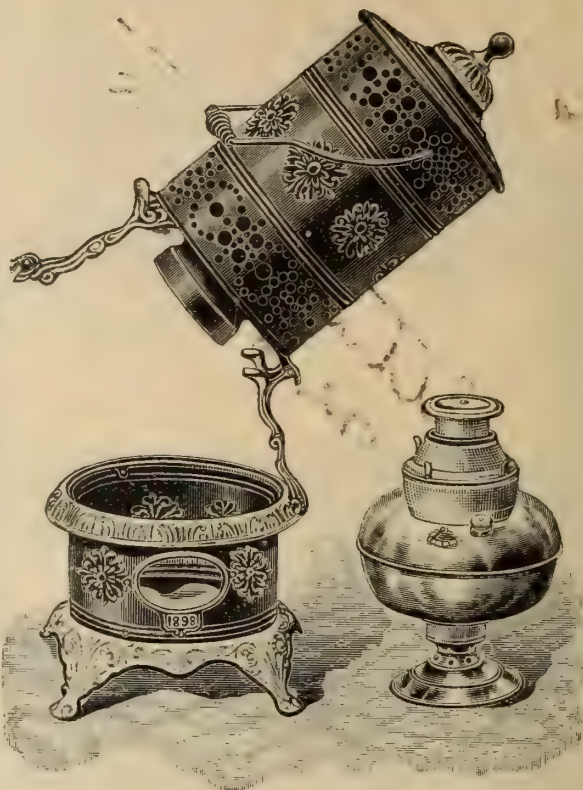
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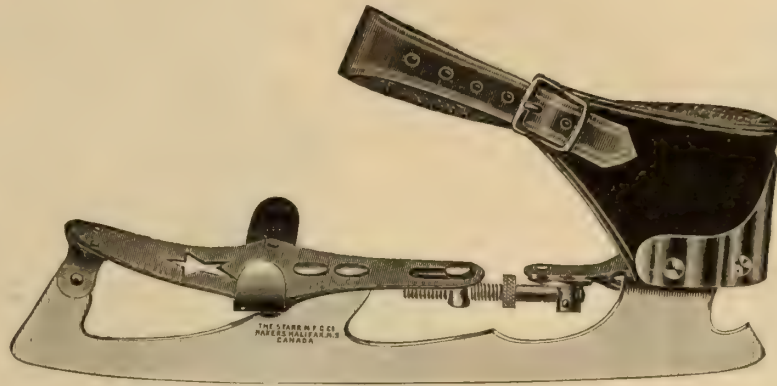
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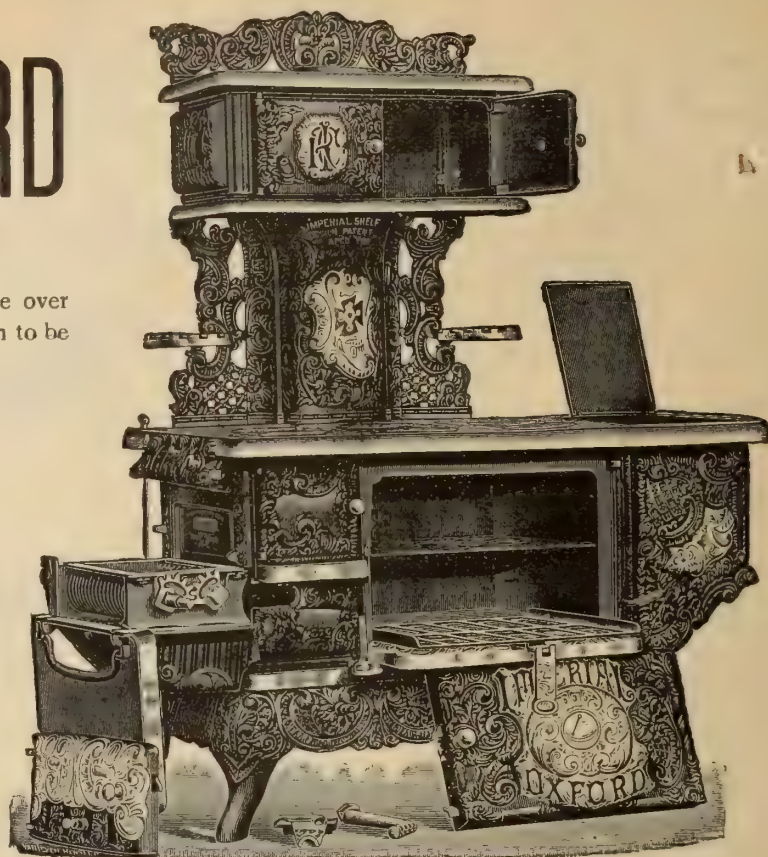
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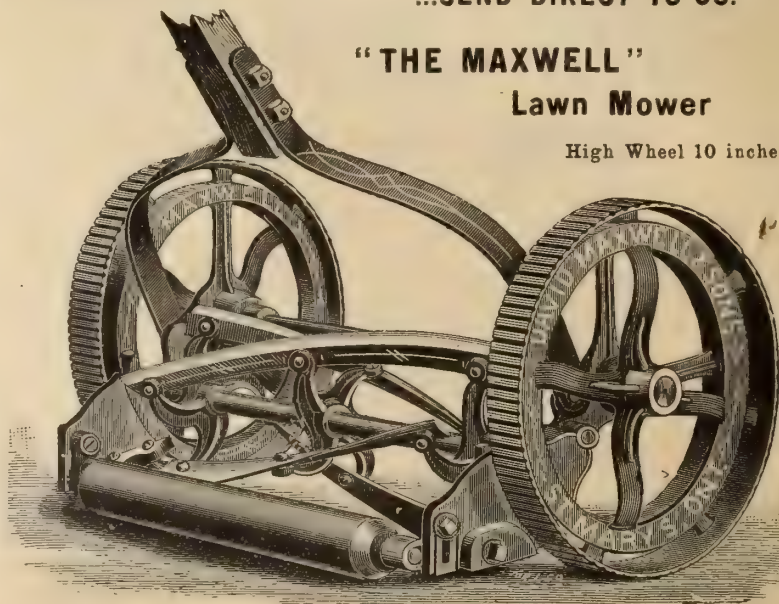
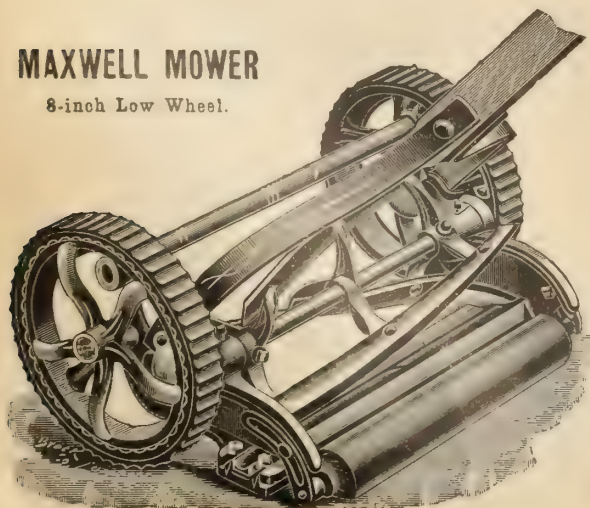
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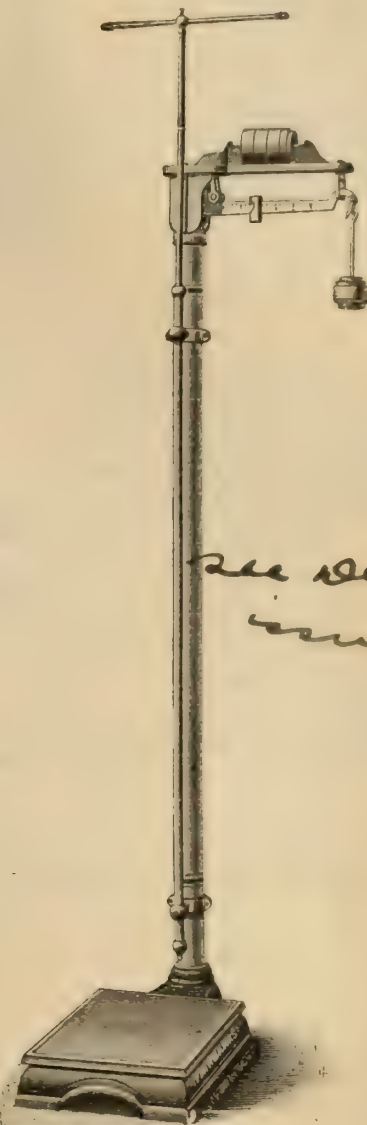
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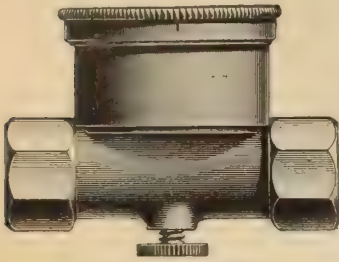
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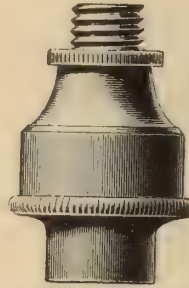
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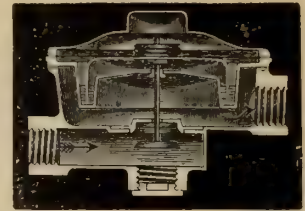
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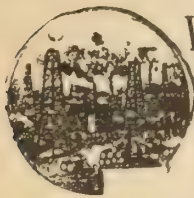


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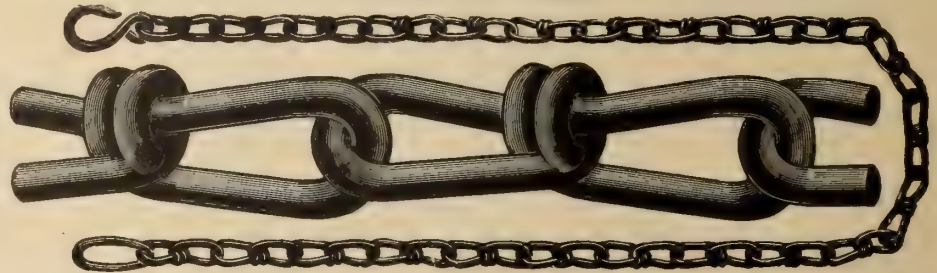
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Hamilton and Montreal

Toronto, Dec. 22nd, 1900.

*We thank our customers for the Liberal
Patronage extended to us during this year,
and wish one and all a*

MERRY CHRISTMAS
AND A
PROSPEROUS NEW YEAR.

Kemp Manufacturing Co.

Toronto.

HARDWARE AND METAL

VOL. XII.

MONTREAL AND TORONTO, DECEMBER 22, 1900.

NO. 51.

President,
JOHN BAYNE MacLEAN,
Montreal.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

JAMES ROBERTSON DEAD.

IN the passing away of James Robertson, founder and president of The James Robertson Co., Limited, Montreal, Toronto, Winnipeg and St. John, N.B., who died at his home in Montreal on Tuesday afternoon, the Canadian hardware and plumbing trade loses one of its most enterprising and honorable members. During the 43 years since Mr. Robertson came to Canada his business has steadily extended, yet he has ever been a generous employer and a consistent, straightforward business man.

Mr. Robertson was born at Campsie, Shropshire, Scotland, in 1831. His father died when he was quite young. This led to his starting work in a hardware store in Glasgow when 12 years old, where, for some time, he worked for a mere pittance. After four years there he entered the Glasgow office of Newton, Keats & Co., Chester, where he was for 10 years, in which time he saved £400.

In 1857, he was admitted into the firm of Alexander, Ferguson & Lounie, Glasgow, and in June the same year started a branch of that firm in Montreal. This he made a success, and in five years saved £4,000. He then bought out the business himself, and started as a manufacturer of lead pipe, etc., and dealer in heavy metals and plumbers' supplies generally. The present magnitude of the business is convincing proof of the shrewdness, energy and enterprise of its founder and manager.

In 1864, Mr. Robertson married Miss Morris, of St. Therese, Que., who is still living. His family of four sons and two daughters are now all grown up. His four sons—James, John, Charles and Alexander—were brought up in the business, which, although turned into a limited liability company, is left in their control. One daughter is married and one remains at home with her mother at the family residence in Montreal.

Mr. Robertson was of a strongly religious temperament, a respected member and regular attendant of St. Gabriel's Presbyterian Church. Apart from his home, his business and his church life he spent little time or energy, taking small interest in public affairs either political or social.

ADVANCE IN BUILDING PAPER.

Several changes have been made in building paper this week. An advance of 10c. brings the price of tarred felt to \$1.70 f.o.b. Quebec, Montreal, Ottawa, Toronto, Hamilton and London, and \$1.80 f.o.b. St. John, N.B., and Halifax. An advance of 5c. makes the price of ready roofing in rolls, 80c. per roll for two-ply and \$1.05 per roll for three-ply f.o.b. Quebec, Montreal, Ottawa, Campbellford, Toronto, Hamilton and London, and 85c. per roll for two-ply and \$1.10 per roll for three-ply f.o.b. St. John and Halifax. Ready roofing in squares has been raised to \$1.65 per square for three-ply and \$1.40 for two-ply f.o.b. Quebec, Montreal, Ottawa, Campbellford, Toronto, Hamilton and London.

COIL CHAIN SLIGHTLY HIGHER.

Coil chain is quoted slightly higher this week in Toronto. Prices per 100 lb. are now as follows to the retail trade: $\frac{1}{4}$ -inch, \$8 to \$8.50; $\frac{5}{16}$ -inch, \$5.35 to \$5.85; $\frac{3}{8}$ -inch, \$4.35 to \$4.85; $\frac{7}{16}$ -inch, \$4.15 to \$4.65; $\frac{1}{2}$ -inch, \$4.05 to \$4.50; $\frac{5}{8}$ -inch, \$3.85 to \$4.35; $\frac{3}{4}$ -inch, \$3.80 to \$4.

A few more inquiries have been heard for chain during the past week, but not a great deal of business appears to have so far resulted therefrom.

CONFORM TO THE MARKET.

In order to sell an article its price must conform to the condition of the market.

Every merchant should aim to make a profit on everything he sells, but it is better to sell an article at a slight loss than to keep it on the shelves depreciating in value day by day.

CANADA TO BUILD STEEL SHIPS.

A leading Canadian paint manufacturer, who is as public spirited as he is enterprising, handed **HARDWARE AND METAL** a post card the other day that he had received from a lately organized Ontario shipbuilding concern, with this remark: "Here is an inquiry for white lead from a new concern in an industry that I am always glad to see progress in Canada, for I do not believe that any other manufacturing industry ramifies through so many branches of business as does shipbuilding. A shipwright is a man who merely puts together the productions of other men's hands, and his demands are large and numerous, so he is in an industry to be fostered, not only on its own account, but also because it supports so many other businesses."

The more one considers the words of this manufacturer, the more one becomes convinced of their poignancy. There is scarcely a business of any importance of which the shipbuilder does not become a patron. He must needs have iron and steel in large amounts; he materially increases the demand for wood and spars and planing-mill products of all descriptions; he needs all those things which go to the building of a house, or, more correctly, a castle. Moreover, he furnishes that castle and makes it habitable for days or weeks at a time without coming into touch with a source of supplies. He must have carpets, curtains, bedroom supplies, kitchen utensils, rope, machinery without end, stoves, silverware, chinaware, cutlery and items without number. Even the amount of white lead needed for one ship is enormous. And the most important fact is that it creates a field for the utilization of labor.

One has only to take the immense shipbuilding centres of England, Scotland and Ireland as examples to illustrate what an important industry shipbuilding is; such great commercial centres as the Clyde and Belfast owe most of their importance to the fact that shipwrights have set up their workshops on their docks.

If it lies within the range of our national economical possibilities, Canada, both as a Government and as a people, should encourage the shipbuilding industry.

In view of these considerations, it is with intense satisfaction that we learn that there is a possibility that Halifax may become a shipbuilding centre. The Dominion Iron and Steel Co.'s undertakings at Sydney bid fair to revolutionize Eastern Canada, for their projects are taken to mean that ere long thousands of tons of steel rails will be manufactured weekly at Sydney, and that Canada will enter the world's market as a successful competitor with England, Belgium and the United States. But a report that the projects of this company will lead to the establishment of a shipbuilding industry at Halifax is a matter of even greater importance. It is even said that considerable progress has already been made towards the organization of a concern with this end in view.

The idea is, of course, to have the steel plates manufactured at Sydney and brought to Halifax, where there is a good depth of water in the harbor. The city has been selected by experts as one of the best sites on the Atlantic seaboard for the building of steel steamers.

History seems to be repeating itself, for facilities equal to those that once made Nova Scotia favorably known as a building centre of wooden walls seem ready to hand to make her famous for steel ships.

The report is also circulated that the Dominion and Local Governments have been approached on the matter, and, although no promise has been forthcoming, it is said that the powers that be fully realize the importance of the shipbuilding industry to the Maritime Provinces and inland Canada, and that they will be approachable on the question of a bonus when the plans of the company take definite shape.

It must be admitted that Nova Scotia at the outset would stand at a disadvantage compared with the older centres of marine construction, such as the Clyde and Belfast, from the fact that the last named places have had their plants established a great number of years, tending, of course, to cheapen construction. A few years bonusing, however, would bring experience, and the Maritime shipwright now proficient at the building of wooden ships would cultivate an efficiency at iron shipbuilding, and the industry would

be put on an independent footing. Yarmouth, Windsor and other Nova Scotian building communities have been famous in the past as centres for sending forth clipper ships, and, favored by abundant supplies of wood and steel, there seems to be no reason why a few years should not make the Province as famous for steel ships.

There is already a demand for such ships as would be built in Halifax. The creation of this grand industry at Sydney alone, and the tremendous development in the Nova Scotian coal trade to the United States, the St. Lawrence and elsewhere, will create a demand for tonnage that the present state of affairs cannot begin to supply. Hence the justification for promptness displayed by the promoters of this new and important Canadian industry. Although no large ships have been built in Nova Scotia for some years, schooners, brigs and barquentines have been constructed and are said to be paying reasonable returns, so there is reason to hope and expect that investments in large steamers would pay a profitable dividend.

He who loses his head gains a bad reputation.

PLEASED WITH THE HIGHER PRICES.

CUTLERY manufacturers in Great Britain are in a somewhat happy state of mind these days, due to the advances in prices which have been made by their confreres in Germany.

On account of the higher wages they have been compelled to pay, the prices which the German manufacturers are quoting upon the British market are 10 to 15 per cent. higher on spoons and forks, 15 to 33 1/3 per cent. higher on scissors, and from 1s. to 5s. per dozen higher on skates. The increase in the wages of the German workmen was from 20 to 40 per cent.

These conditions cannot, however, be permanently maintained, and we may, before long, expect to see the German manufacturers remove the advantages which their higher prices at present give the cutlery and skate makers of Sheffield and other British towns.

It is necessary to make the business "go" in order that the profits may come.

FORMAL OPENING OF THE MIDLAND BLAST FURNACE.

An Interesting Ceremony Viewed by Business Men From Many Parts of the Dominion.

ADVANCE MIDLAND" was the device in large letters of red which a Grand Trunk engine, attached to three passenger cars and a baggage car, bore as it pulled out of the Union Station, Toronto, on Tuesday morning last at 9 30 o'clock. On the train, which was a special one, were about 100 gentlemen from Toronto, Montreal, Hamilton, London, Brantford and other places, many of whom were connected with the various branches of the manufacturing industries where iron is employed in turning out the finished product. Besides these there were also Hon. G. W. Ross, Premier of Ontario, and a number of gentlemen interested in the mining industry. All were the guests of The Canada Furnace Co., Limited, and were bound for Midland to witness the formal opening of the blast furnace there.

Mr. George E. Drummond, the managing director, and Mr. John J. Drummond, the superintendent of the works, were in charge of the party, while Dr. W. H. Drummond, the famous author of "The Habitant," in fur cap and coat with sash around the latter a la habitant, was at hand to assist. Everyone was in good humor and everyone had fully persuaded himself that he was going to have a good time.

When the train pulled out of the Union Station it had on board, among others, the following:

WHO WERE THERE.

From Montreal—Geo. E. Drummond, John J. Drummond, James T. McCall, B. Hal. Brown, Alex. Pringle, R. R. Stevenson, C. Ed. Cudewill, J. Emsley, Dr. W. H. Drummond, Dr. J. B. Porter (Professor of Mining, McGill University), Major H. H. Lyman, Wm. Hanson, F. H. Pitcher, Andrew Elder, G. F. C. Smith, A. W. Stevenson, Lieut.-Col. J. B. McLean, Watson Griffin, H. S. Stafford.

From Toronto—Hon. Geo. W. Ross, Hon. E. J. Davis, Hon. Senator Cox, Aubrey White, J. Hedley, Arthur White, Robert Jaffray, T. W. Gibson (Director Bureau of Mines), T. C. Irving, T. C. Irving, jun., H. J. Hamilton, W. H. Carrick, H. C. Hocken, J. C. Kemp, Ed. Gurney, W. F. Maclean, M.P.; W. C. Gurney, J. S. Playfair, John Waldie, Noel Marshall, John Northey, C. A. C. Jennings, H. F. Gadsby, P. Freyseng, C. F. Agar,

W. P. Colville, S. H. Chapman, Charles Caldwell, Wm. Walker, Hon. Melvin Jones, W. H. Cawthra, D. H. Macpherson, H. Paterson, Kelly Evans, Acton Burrows, F. G. Morley, T. P. Phelan, F. A. Scott, M. C. Dickson (District Passenger Agent, G.T.R.), R. C. Dunbar, F. D. L. Smith, and the editor of *HARDWARE AND METAL*.

From Hamilton—R. J. Mercier, W. J. Copp, A. G. Gartshore, O. G. Carscallen, G. Milne, C. S. Cockran and W. J. McNair.

From Brantford—Ed. Goold, S. H. Cockshutt, W. H. Whittaker and David J. Waterous.

From Galt—W. T. Brown, A. Stevens Brown and John Bertram.

James Conmee, M. P. P., Port Arthur; A. L. Davis, Peterboro'; J. J. Long, Collingwood; Henry C. Hamilton, Sault Ste. Marie; G. D. Griffin, Parkdale; T. L. Moffatt and F. W. Moffatt, Weston; T. H. Percival, Merrickville; W. F. Johnston, Ingersoll; J. G. Scott, general manager Great Northern Railway, Quebec; B. T. A. Bell, Ottawa; C. B. Frost, Smith's Falls; Lieut.-Col. Gartshore, London, and P. C. Shantz and Fred. Clare, Preston.

LUNCHEON AT ALLANDALE.

At 11.30 a.m., Allandale was reached, and here a stop was made to partake of the luncheon which Mr. Geo. E. Drummond and his associates had provided for their guests. The luncheon was excellent, and, as the guests had sharpened appetites, they did ample justice to it. Half an hour was spent in the performance of this duty, and then onward again the engine sped its way. When it at last reached Midland, it was credited with having made the fastest time over the route it had travelled.

MIDLAND EN FETE.

Midland was en fete. A public holiday having been proclaimed crowds of people were out, and flags were flying and streamers bearing appropriate and timely devices were hung in prominent places.

The train landed the visitors at the works, where a large number of people had already assembled. Soon the visitors were crowded into the building where the blast furnace is situated to witness the process of making pig iron.

THE CHRISTENING.

The first lot of pig iron was made on December 5, but this was to be the formal

opening. The first item on the programme was the christening of the furnace, which was hissing and spluttering as if desirous of being relieved of its fiery contents. This duty Mr. Geo. Drummond called upon Premier Ross to perform, and soon that gentleman had smashed a bottle of champagne against the furnace. "This furnace will be known as Midland Furnace No. 1, and is the first, I trust, of what will be a very large, prosperous and thrifty family," exclaimed the Premier as he hurled the bottle of champagne from his hands, while a hearty cheer went up from the assembled spectators.

This duty performed, Mr. Geo. E. Drummond, on behalf of The Canada Furnace Co., presented Mayor Milligan, of Midland, with a large and handsome ebony gavel, bound with bands of silver. With this gavel, Mayor Milligan gave several raps on the head of a long iron bar, the point of which rested on the aperture from where the molten iron was to emit. With this and another bar, the workmen soon had the molten iron running in a fiery stream down the "sow" and out into the "pigs." The sight was a most picturesque one, and, particularly to those who had never before witnessed the process, a most interesting one.

From the blast-furnace room the visitors wended their way in and out of other departments of the works, evidently highly interested in all they saw and heard. One favorite point of interest was the top of the furnace, to which ascent was made by the elevators used for conveying the ore, coal and slag. When the visitors had been given ample time to look over the works, they assembled beneath the balcony of a near-by dwelling, from which a number of speeches were delivered.

Mr. Geo. E. Drummond was chairman, and the first speaker. And he spoke to the point and well. "It has been often said," he remarked, "that iron is the basis as well as

THE BAROMETER OF ALL INDUSTRIAL WEALTH,

and a glance back over the history of the world will show any student of history that the most wealthy, most powerful and most civilized nations have been the iron-producing races. Look at the iron industry of the great eastern empires! Long before the

Christian era there were iron workers there—the Egyptians, Medes, Persians, Chaldeans—and as soon as the iron industry was exhausted, as history will prove, those empires began to decay, and then, with the march of civilization westward, you all know the industry took root in Germany, France, Belgium and Sweden, until Great Britain began to become iron producing and now, unfortunately, we Britishers think, in the last three years the United States has surpassed her. This, we believe, however, is only temporary, because Greater Britain is now going to help the Mother Country in the volume of her iron business. Canada, after a few years of apprenticeship, has but just stepped into the arena, but I think you will agree that she comes a young giant, rich in resources, prepared to supply the Empire with that most important commodity,

pile you see over there, which lay in the ground in the wilderness a year ago, perfectly worthless, has been transformed here by Canadians in this rising town of Midland into something of very great value to the country.

"You know of the development of the iron industry in Canada; it is making very rapid advance just now. Away down by the sea at Sydney they are putting up enormous works, the product of which I feel certain will find a market in Europe. Hamilton is developing, Deseronto is developing, and you ask me whether, with Midland and all, we are not overdoing it. I do not think we are overdoing it. Few people realize that

CANADA IS USING OVER 800,000 TONS
NET OF IRON
on everything from a needle to an anchor

The company already has a charcoal iron furnace at Radnor. A smile at the Premier's lapse of memory went around. Mr. Geo. Drummond whispered something in his ear and he continued. "This is the second baby, I am told. And it is an expensive baby so far. I know a great deal about babies, and I should think it promises to be as well developed as any member of the family. (Laughter.)

Proceeding, he congratulated Midland upon having in its midst so large and important an industry. He said the directors of the company were men who had tested the iron ores of other countries, and they had shown that by their skill and enterprise they could make capital productive. "We have no fear," he continued, "but that the enterprise will be a success. In the first place, the architect and engineer who planned this building is a Canadian. I am beginning to have a very high opinion of Canadians, although I am a Canadian myself." (Laughter.)

He was glad to see Canadian ore being used. "Nay, may I say Ontario ore being used," he continued amid applause.

He expressed the hope that he would yet see nickel brought to Midland and used at the works of The Canada Iron Furnace Co. "I hope you will grow and go on increasing," he continued, "that you will have furnace No. 2, No. 3, and go on multiplying until you have exhausted the multiplication table." (Laughter and applause.)

Hon. E. J. Davis, Commissioner of Crown Lands, followed. He dealt largely with the Algoma Central Railway and the importance of that road for the development of the iron mines in the northern part of Ontario.

Introducing the next speaker, Mr. Edward Gurney, president of The Gurney Foundry Co., Mr. Drummond said that the first order The Canada Iron Furnace Co. had received for pig iron from the Midland furnace was from his (Mr. Gurney's) firm.

Mr. Gurney said he was no speech-maker, but he declared that occasions like that they were then engaged in celebrating would bring eloquence to any tongue. Proceeding, he made a plea for home industries. "We must," he added, "no longer look south for our inspiration. We must say to every man: 'If you want to stay in this country you must be in favor of legislation for the maintenance of Canadian enterprises. We have to-day in Canada but one sentiment, and that is a Canadian-British sentiment.'" (Applause.)

Mayor Milligan said it was an unusual thing for the mayor of a small town like Midland to extend welcome to men from both Ontario and Quebec. The people of



The Midland Blast Furnace.

great in peace and in war, and Great Britain will always have her supply on British soil." (Cheers.)

To illustrate the marvellous development that has taken place in New Ontario's industries, Mr. Drummond sketched the gigantic enterprises of Mr. Clergue, dwelling particularly on the development of

THE GREAT HELEN MINE

and the construction of the Algoma Central Railway, from which the Midland furnace derives its ore supply. "Why," he said, "take the ocean steamers that you saw at the dock here, 600 feet above the level of the sea, steamers from England. We had, as you know, four of them carrying to Midland, and next year we will have eight, and that is the work of one man. Every Midlander will be glad to know that Mr. Clergue is one of us." (Cheers.) "My one regret to-day is that he is in England. That ore

per annum, and up to the present we have been producing 100,000 tons. Then is there not room, I ask you, to supply the Empire, if those mines in the little Island across the sea are giving out? Is there not room for us to export there? They say of the Sydney plant that it is the biggest baby ever born. We cannot say that quite of Midland, but we think it is a proper kind of infant, normal perhaps, but a proper kind, that we think will grow and thrive and be a credit to its parents and the town of its nativity—Midland." (Cheers.)

THE PREMIER SPEAKS.

Hon. G. W. Ross was received with cheers when he stepped forward to speak. "Ladies and gentlemen," he began, "I am very glad to be here to-day. This is the first christening of the kind I ever attended. I think it is the first baby born into the family of the Can. Iron Furnace Co."

Midland, he declared, were more than satisfied with the way The Canada Furnace Co. had conducted their business since they came to the town. He paid a glowing tribute to John J. Drummond, whom he termed the general superintendent of the works. "He has been living in our midst about one year, and I never saw a man who has, in such a short time, gained so much popularity. He has not only attended to his own duties, but he has never hesitated to give us advice in municipal matters."

Senator Cox said it was 21 years since he first visited Midland, and he came there on foot. "I felt then," he continued, "what I see now before me on one of the mottoes, namely, 'Midland, Ontario's Western Gateway.'" (Hear. hear.) In closing, he said he hoped to live to see the Midland railway double-tracked from the town of Midland to tidewater.

Mr. Arthur White, of the Grand Trunk, said that the Grand Trunk looked upon Midland as its port. It was the intention of the railway to cultivate this port. He should not be greatly surprised to see Mr. Long's boats coming here before long, with large docks and everything to make Midland what it should be, a port of the world. That was what the Grand Trunk was aiming for, and what Midland was aiming for. Midland must become one of the large cities of Ontario.

Mr. Robert Jaffray said he started the pig iron industry in Ontario, namely, that at Hamilton. That furnace had been a great success, and he expressed the hope that the Midland furnace would be equally successful.

Speeches were made by Father Laboreau, of Penetanguishine, and Father Barello, of Midland. While both these gentlemen were speaking a group of the Montreal delegation, led by Dr. Drummond, sang lustily "En roulant, ma boule roulant" and "Allouette," much to the delight of the crowd and much to the satisfaction of the reverend gentlemen.

Letters of regret were read from Sir Wilfrid Laurier, Sir Oliver Mowat, Arch. Blue, Chas. N. Hays and Walter H. Laurie, of The Laurie Engine Co., Montreal.

About 4.40 p.m. the homeward journey was begun. At Allandale a stop was made to allow the guests to partake of an excellent dinner that had been prepared for them. After dinner speeches were made by Hon. G. W. Ross, Geo. E. Drummond, Edward Gurney, M. C. Dickson and W. F. Maclean, M.P., while Dr. Drummond recited one of his habitant poems, "The Oyster Schooner." Toronto was reached about 9.30 p.m.

Improvements in Paint

have come in the last generation—in the last decade—in the last year—just as they have come in so many other articles.

The world has progressed. We don't spin our own yarn or grind our own corn; we get better yarn and better flour and meal by improved methods.

Progressive painters don't make their own paint. They get better paint made by improved machinery, following improved formulæ.

THE SHERWIN-WILLIAMS PAINT (Prepared)

is better than hand-made paint—better than white lead and oil.

S.-W. P. has progressed. White lead and oil has stood still for years.

S.-W. P. has had no more interest in lead than in any other ingredient; it has been interested in good paint solely. Lead and oil has tied itself down to one theory of paint-making and one principal ingredient.

In every climate and in all parts of the world white lead is inferior in every respect to S.-W. P.

Don't you want to sell progressive paint?



CLEVELAND.
CHICAGO.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO

SAN FRANCISCO.
KANSAS CITY.



DESCRIPTION OF THE WORKS.

The furnace proper is a cylinder or shell of steel set up vertically on eight cast iron columns. Its height is 64 ft., and its diameter at the bosh 13 ft. Its capacity per day of 24 hours is about 150 gross tons of iron. The lower part of the furnace, inside of the supporting columns, is protected by a Russel Wheel and Foundry Co. water jacket, through which flow thousands of gallons of water per day for the purpose of cooling the outside of the brick, and counteracting the intense heat from the crucible or inside.

PROCESS OF CHARGING THE FURNACE.

Certain qualities and quantities of fuel, iron ore, and limestone are selected and decided, and then the furnace is charged. First, 3,600 lb. of fuel are hoisted up on the steam elevator, where the top fillers or men dump it into the stopper, which has a bell or inserted valve at its bottom. When the entire charge of fuel is dumped into the hopper the valve or bell is lowered by means of steam, and the whole charge allowed to fall into the furnace. This practically constitutes one layer of fuel in the furnace, the inside of which is entirely built up with firebrick, and shaped somewhat like an ordinary lamp chimney, the lower part being known as the "crucible," the wide or belly part the "bosh," and above this the "stack." Then a charge, consisting of 5,000 or 6,000 lb. of ore and limestone is hoisted and dumped into the furnace on top of the fuel. Then another charge of fuel and then a charge of ore and limestone, and alternately fuel and ore and limestone continuously as long as the furnace runs, which in many cases is from two to six years. As fast as the stock in the furnace is consumed below it feeds down from the top, where the lever is shown by a try-rod, by the use of which the top-filler or attendant, knows when to

put in a fresh charge. This covers the top work; but below the work is entirely different.

At the bottom eight tuyeres, or blowpipes, are inserted at the crucible, and about six feet from the "hearth" or bottom. The eight tuyeres are inserted at regular distances around the crucible, and through them is forced the wind or "blast," which causes combustion and melts the ores. Peep-holes protected by mica enable the furnaceman to tell when the slag or metal has reached a proper height in the crucible, and at the proper time he opens a small notch at the bottom of the furnace crucible and allows the molten iron to pour out. It runs through an open sand trough down the centre of the cast-house, and is then conveyed into side beds through troughs or gutters in the sand, which are known as "sows." Opening from the side of this sow are some 20 or 25 open molds, which are known as "pigs," and into these the molten iron is conveyed by means of the sow-channel. Here the metal cools, after which it is broken and carried out. It is then a commercial article known as pig iron. After the entire contents of the furnace crucible is drawn off, the notch is plugged with clay and the furnace continues consuming its stock and making iron. Four casts are made each day, at regular intervals of six hours, and the day's output runs from 100 to 150 tons of iron, which necessitates the handling and consumption of about 150 tons of fuel and 250 to 300 tons of ore and limestone, the latter being necessary for fluxing or cleansing the iron.

ENGINES AND BOILERS.

The blowing engines were manufactured by The Columbus Machine Works Co., of Columbus, Ohio. There are two of the vertical type, each with 34-in. steam cylinders and 48-in. stroke.

The steam-pump equipment consists of two Gordon duplex outside-packing pumps, 10 in. x

10 in. x 18 in. These are used for furnace and stove circulation, and also for fire purposes. There is also a Gordon duplex outside-packing steam pump, size 8 in. x 5 ft. x 6 in., which is used for boiler-feed purposes.

There are eight steam boilers, flue type, 52 in. in diameter and 25 ft. long, each having two 18-in. flues. The shells are double-riveted, and the steam pressure is 90 lb. They are set in four batteries of two each. Six boilers are sufficient to supply all the steam required, leaving the other two for facilitating cleaning or repairs. The boilers are heated by the waste gas from the furnace, and so arranged that coal or wood can be burned, as desired.

The chimney is constructed of steel, is 8 ft. 6 in. in diameter, 174 ft. high, and is erected on a massive square base of concrete, faced with granite. The base is 20 ft. square at the top, and stands 21 ft. high.

Hot-blast stove equipment consists of three fire-brick stoves of the "two pass" type. They are 16 ft. in diameter, 60 ft. high, and made of 5-16 in. steel, double riveted. The whole are provided with a complete outfit of modern valves, etc., and are erected on a solid concrete foundation, faced with granite, the size of which is 6 ft. 2 in. x 27 ft. 2 in. These stoves are capable of heating the blast up to 1,400 deg. Fah.

The machine and repair shop consists of a brick building 30 x 60 ft. x 11 ft. 6 in. high, erected on a concrete foundation, capped with granite. The shop is equipped with a complete blacksmith shop and tools, carpenter shop with rip and cross-cut saws, band-saws, lathe and buzz planer, etc., and the machine shop with Bertram 20 x 16-in. lathe, emery stand, and two drillidg machines, also a laboratory sample grinder, a 20-horse-power steam boiler and engine, shafting, pulleys, etc., and a steam pump.

WATER FRONT AND WHARVES.

The company's water front has an extent of about 1,700 ft., the greater portion of which has an available depth of 20 to 30 ft. of water. The wharf front to-day has an extent of 1,200 ft., and the solidity of the wharves already built can be judged by the fact that they now carry upwards of 54,000 tons of ore. The entire front of the wharf is faced with a heavy dump of stone. Inside of this is filled with solid earth, and the outside consists of the usual wooden pile wharf, which protects vessels from the stone front.

The vessel discharging ore at the wharf delivers it on to the stock ground, immediately in the rear of the furnace elevator. From this pile it is shovelled direct to the furnace barrows.

The pig iron is delivered from the front of the cast-house on to the weighing and grading platform, whence it can be handled direct into railway cars or trams for conveyance to the wharf for shipment by water. The slag can either be delivered into a slagcar or allowed to spread over the ground and be broken up for the purpose of grading up the grounds generally, building wharves, and is run from the furnace at a point most convenient for all these purposes.

PRESIDENT T. L. PATON.

THE highest honor that the members of the Dominion Commercial Travellers' Association have in their power to bestow is the presidency of their association. Last Saturday this gift changed hands, Mr. Thomas L. Paton being made the fortunate possessor by a substantial majority of votes.

Although Mr. Paton is not one who tries to assume an undue importance that might be looked for in an aspirant to such an honorary position, he is well fitted to gracefully occupy the chair he has been charged to fill. With his quiet, persistent and jovial manner, and with his steadfastness to busi-

ness integrity, he has worked himself, without any seeming effort, into the confidence of almost every member of the travellers' association and every business man moving in his commercial sphere.

Mr. Paton has been for about 15 years an active traveller and a member of the

IVER JOHNSON BICYCLES

HONEST
CYCLES
AT
HONEST
PRICES.

Profitable
Hardware.

Putty ^{and} Bicycles

are sold by many hardware dealers. Others sell putty but do not handle bicycles. We are sure that if they would think the matter over and investigate a little they'd find bicycles pretty profitable hardware. It is not hard to sell bicycles in connection with general hardware. Lots of dealers do it. Sell the right kind of bicycles though, or you'll be in trouble.

IVER JOHNSON CYCLES are honestly made. Once sold they'll stay sold, and your profits will be profits, not a reserve fund against repair claims.

Let us send agency proposition. It will prove interesting.

Iver Johnson's Arms & Cycle Works,

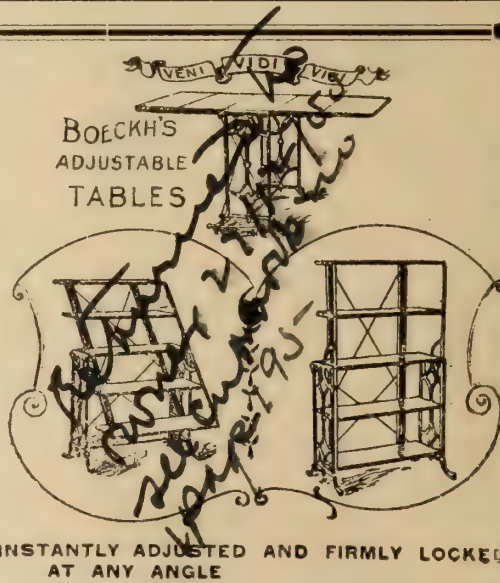
FITCHBURG, Mass.

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—361 Main St.

WELL DRESSED

.. WINDOWS ..

like well-written ads., pay only when they succeed in attracting the attention of the buying public.



INSTANTLY ADJUSTED AND FIRMLY LOCKED
AT ANY ANGLE

Now is the time for you to plan, for you will soon be busy with the holiday trade. Write for a copy of our illustrated Booklet, which tells you all about

THE ADJUSTABLE DISPLAY TABLE

Boeckh Bros. & Company,

TORONTO, ONT.

H. S. HOWLAND, SONS & CO.

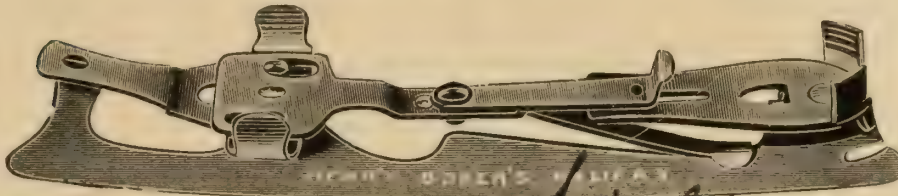
WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE

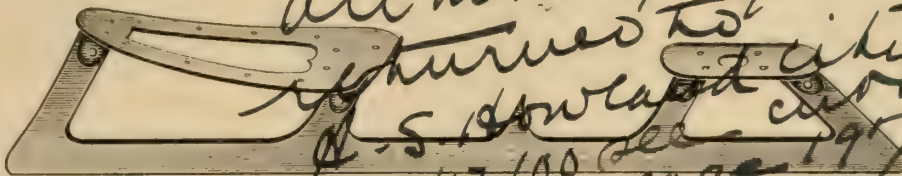
==SKATES==

"Boker's"
Spring Skates



"Starr"
Spring Skates

"Boker's"
Hockey Skates

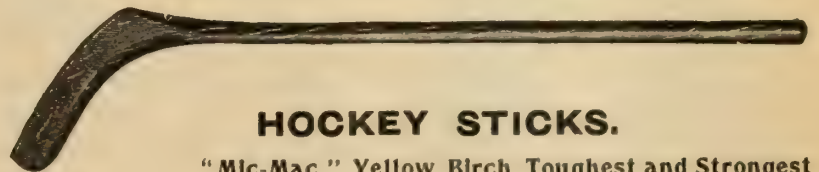


"Starr"
Hockey Skates

STOCK SIZES, 7 TO 12 INCH

STOCK SIZES, 7 TO 12 INCH

"MIC-MAC" 1900



HOCKEY STICKS.

"Mic-Mac," Yellow Birch, Toughest and Strongest

Our Stick this year has been carefully selected, and the "Mic-Mac" 1900 is the best stick on the market.

REGULATION SIZE.

Diameter, 3 inches
Thickness, 1 inch
Weight, 1 lb.

JUVENILE SIZE.

2 1/2 x 1 1/2, 1/2-lb

**SOLID
RUBBER.**

SKATE STRAPS,
Ordinary Quality.



SKATE STRAPS,
Best Quality.

To all our Customers—

"A Merry Christmas."

H. S. HOWLAND, SONS & CO., Toronto.

PROMPT
SHIPMENT

Graham Wire and Cut Nails are the Best.

OUR PRICES
ARE RIGHT.

association. He has served upon the board for eight years consecutively, filling, for the past four years, the position of treasurer. He is consequently thoroughly conversant with all the financial matters appertaining to the association's interests, and the benefit of his experience will prove invaluable to his associates on the board in safely investing the large and increasing assets of the association. His business engagements are such that he is continuously at home, thus permitting him to give constant attention to the duties of the office, and it is quite necessary that the president should always be available. Mr. Paton has engaged effectively in all negotiations with the Governments, railway authorities and interests where advantages have been obtained for his conferees. Keenly alert as he is to the interests of the commercial traveller, and experienced as he is in the ways and means



of forwarding his welfare, we may look to an era of prosperity in the association while he is at the helm.

Mr. Paton is a comparatively young man, being now in the prime of life. During most of his commercial career he has been in the hardware business, and during all of it has been in Montreal. He first sold metals and firebricks for Copeland & McLaren, but he was for many years associated with John Foreman. Eight years ago he commenced an import agent business for himself, and he has worked up quite a large connection with the paint manufacturers, wholesale druggists, large pork packers and other large industries. He represents several reliable European and American houses including Spear & Jackson, Sheffield; H. Coghill & Son, Newcastle, Staffordshire; W. Leyendecker & Co., Cologne; Francis & Co., Limited, London, S.E.; London Emery Works Co., London, E.C.; John Lovering & Co., Cornwall; Bryce & Rumpff,

Glasgow; The L. Martin Co., New York City, N.Y.; The International Ultramarine Works, Limited, New York City, N.Y.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. A. LYMBURNER & SON, general merchants, Fonthill, Ont., have assigned to Dr. Emmett, and a meeting of their creditors will be held to-day (Friday).

Alphonse Guimand, hardware dealer, Montreal, has assigned.

C. H. Taylor, general merchant, Hartland, N.B., has assigned.

Telephore Roux, general merchant, Stanfold, Que., has assigned.

H. Duchesneux, general merchant, Pointe Claire, Que., has consented to assign.

Cole & Hurd, agricultural implement dealers, Cookshire, Que., have assigned.

E. A. Parent has been appointed curator of Joseph Dion, hardware dealer, Quebec.

E. Desjardins, general merchant, St. Octave, Que., is offering 35c. on the dollar.

A. Cook, tinsmith, Brinston's Corners, Ont., has compromised at 50c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Poliquin & Beauchemin, sawmillers, Gentilly, Que., have dissolved.

Partnership has been registered by Vallee & Jobin, sawmillers, St. Theale, Que.

Lennard & McDonagh, hardware dealers, Russell, Man., have dissolved. W. B. Lennard continues.

Copartnership has been registered by Ben. C. Prowse, Lemuel C. Prowse and F. A. Crowell under the style of Prowse Bros. & Crowell as departmental merchants in Sydney, N.S.

SALES MADE AND PENDING.

The assets of E. T. Belanger, painter, Ottawa, have been sold.

The stock of Oct. Devarrennes, bicycle dealer, etc., Quebec, has been sold at 25c. on the dollar.

The stock of J. A. Rivard, saddlers, Chicoutimi, Que., has been seized and will be sold on December 28.

CHANGES.

D. P. Early, blacksmith, Hamiota, Man., has sold out to Charles Sheardown.

James Campbell, hardware dealer, Ingersoll, Ont., has sold out to T. N. Dunn.

J. A. Gaudin, hardware dealer, Napinka, Man., has sold out to Markel & Gaudin.

W. H. Goodhue, hardware dealer, Port Stanley, Ont., has sold out to W. Mitchell.

E. Bowers, harness dealer, Hartney, Man., has been succeeded by D. W. Ferguson.

Mrs. Pierre Dansereau has registered as

general merchant in her own name in Vercheres, Que.

Robert Campbell, general merchant, Elmside, Que., has been succeeded by Mrs. James McCreadie.

The stock of The C. H. Burnett Co., Limited, hardware dealers, St. John, N.B., has been sold to A. M. Rowan.

George Vester, jr., dealer in agricultural implements, Blenheim, Ont., has been succeeded by John Vester & Son.

FIRES.

Lillie E. Defoe, general merchant, Foxboro', Ont., has been burned out.

DEATHS.

L. Fauteux, coal dealer, Montreal, is dead.

James A. Wilson, painter, St. John, N.B., is dead.

Robert Lewis, paint and wall paper dealer, London, Ont., is dead.

Ralph Colpitts, general merchant, Hopewell Hill, N.B., is dead.

C. F. Strang, of Stovel & Strang, hardware and stove dealers, Edmonton, N.W.T., is dead.

AN AMALGAMATION.

THE Montreal Manufacturers' Association was formally merged into the Canadian Manufacturers' Association at a meeting of the members of the former association, held in the council-room of the board of trade last Friday afternoon.

For some time it has been recognized that the work of the two associations overlapped, and that a more effective influence could be exercised by a consolidated organization with an executive committee at Montreal to perform duties of a local or Provincial nature, similar to those assigned to the Toronto branch of the Canadian Manufacturers' Association. Quite a number of Montreal manufacturers have belonged to the Canadian Association, but now membership in the one will count for both.

The meeting was called for the purpose of considering the question of amalgamation of the two associations. Frank Paul was in the chair. It was moved by J. J.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

McGill and seconded by J. A. Pillow, that the report of the executive committee of the Montreal Manufacturers' Association recommending the amalgamation be adopted and that the Montreal Manufacturers' Association does hereby become part of the Canadian Manufacturers' Association, with an executive committee in Montreal to deal with subjects of a local or municipal interest, and with a resident secretary, whose salary shall be paid by the Canadian Manufacturers' Association, and the disbursements for expenses to be made by the association, and the fees of the present members of the Montreal Manufacturers' Association to be so levied as to pay for membership in the association to the close of the general association year on August 1.

The resolution was unanimously adopted by the meeting without discussion.

It was moved by William McMaster, seconded by James Davidson and adopted, that the executive committee of the Canadian Manufacturers' Association for Montreal shall consist of the following: Frank Paul (chairman), William McMaster, Paul Galibert, J. T. Hagar, George Esplin, W. Hooper, G. W. Sadler, Robert Monroe, J. J. McGill, J. D. Rolland, M.L.C., J. A. Pillow, E. McDougall, J. Shearer, M. A. Haig Sims, W. W. Watson, C. R. White-

head, C. C. Ballantyne, James Davidson, John McFarlane, Henry Miles and Walter Roach.

The meeting also passed a resolution to the effect that it was the unanimous wish of the meeting that the next annual convention of the Canadian Manufacturers' Association be held in Montreal. Such a move would strengthen the root taken by the national organization in the Province of Quebec.

Huestis & Mills, general merchants, Penobsquis, N.B., have been succeeded by The Sussex Mercantile Co., Limited.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

HARDWARE BUSINESS FOR SALE.

HARDWARE AND TINSMITH BUSINESS for sale. A splendid opening. Address, "Drawer 316, Regina, Northwest Territories." (51)

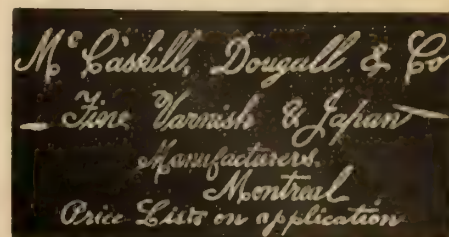
GOOD BUSINESS CHANCE.

ADVERTISER DESIRES TO EXCHANGE some valuable and most desirable real estate in and around Vancouver for a stock of hardware, worth, say, from \$3,000 to \$10,000. For further particulars, address Box 31, HARDWARE AND METAL, Toronto, Ont. (51)

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



HIGH-GRADE

AXES.

New Styles, Ground Thin and Highly Polished.

ORDERS PROMPTLY FILLED.

Dundas Axe Works
DUNDAS, ONTARIO.

We are After Your Business

with a long stick called "quality."

"PLYMOUTH" BINDER TWINE



is the best twine company for your other goods to associate with. Profit, Satisfaction, Real Pleasure and Increased Business become actual realities to the dealer who sells "**Plymouth.**"

Quality Will Win.

Plymouth Binder Twine Agency, McKinnon, Bldg. Melinda St., Toronto, Can.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, December 22, 1900.

HARDWARE.

TRADE has not been exceedingly brisk this week, yet, considering the time of year, the volume of business is quite up to the average. Skates have had a phenomenal call this week, and we have heard that some of the smaller houses are sold out of stock. Sleigh bells and other winter goods are still in moderate request. Christmas goods have been shipped in sorting orders during the week. Spring orders are being booked in some such lines as green wire cloth, ice cream freezers and galvanized sheets. The demand for heavy goods is rather slow. The situation in nails seems to be steady, while most lines appear to be in a satisfactory condition. Payments have not been entirely satisfactory this week, but few complaints are made during the holiday season.

BARB WIRE—There is nothing new to report. Some spring orders are being booked. The ruling price is \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—Prices are steady at last week's quotations. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge \$3.75; No. 9, \$3.00; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.15; No. 13, \$3.25; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.00.

SMOOTH WIRE—There is not much activity noticeable in this line. The ruling figure is \$2.80 per 100 lb.

FINE STEEL WIRE—The discount remains steady at 17½ per cent. off the list.

BRASS AND COPPER WIRE—Discounts are still 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—No new features have developed during the week. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—Neither retailers nor wholesalers are buying any quantities for future requirements, and the feeling is steady. We quote as follows: \$2.85 for small lots and \$2.75 for carlots, f. o. b. Montreal, Toronto, Hamilton, London, Gananoque, and St. John, N.B.

CUT NAILS—The predominant feeling in cut nails is also steady. We quote: \$2.35 for small and \$2.25 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—The demand has slackened somewhat, but a fair business is still doing. The discounts are 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—Inquiries are coming in freely. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b. Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

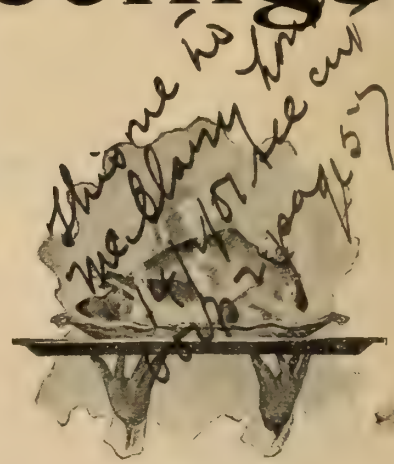
SCREWS—Sorting orders have been filled this week, but there is no striking feature. Discounts are unchanged and are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.

Christmas Greetings



Sociability.

we extend to
YOU and all **THE TRADE**,
trusting that the coming
year may bring a
closer relationship between
yourself and us
along business lines.



Hospitality.

Our Motto shall be, as ever in the past,

Prompt Shipment

Guaranteed Satisfaction

Best Prices

THE McCLARY MFG. CO.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

VANCOUVER.

Apollo galvanized iron is true to its gauge as well as true to its standard of quality.

Nobody cheats or is cheated with it.

American Sheet Steel Company, New York.

Representatives for Canada
B. & S. H. Thompson & Company
26 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

BOLTS—A fair trade is passing in tire and stove bolts. Discounts are: Carriage bolts, 65 per cent.; machine bolts, 65 per cent.; coach screws, 75 per cent.; sleigh shoe bolts, 75 per cent.; bolt ends, 65 per cent.; plough bolts, 50 per cent.; square nuts, 4½c. per lb. off list; hexagon nuts, 4¾c. per lb. off list; tire bolts, 67½ per cent.; stove bolts, 67½ per cent.

COTTERPINS—There is nothing new to note; prices are steady at last week's quotations. We quote: 55 per cent. off English list, or, according to American list, ¼-in. and under, 80 and 20 per cent., 5-16 in., 80 and 10 per cent., and ¾-in., 70 and 10 per cent. off.

RIVETS—The aggregate of business is not large. The discount on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE—The price of rope remains steady, with little business doing. Manila is worth 12½c. per lb. for 7-16 and larger; sisal is quoted at 8½c. per lb. for 7-16 and larger. Lath-yarn is worth 8c. per lb.

SPADES AND SHOVELS—A fair trade is still being done; but the bulk of the demand is confined to snow shovels. The discounts are 40 and 5 per cent.

TACKS—The situation remains as it was last week. We quote: Carpet tacks, in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—No firebricks are now being sold on the wharf, and only small lots are being shipped from stock. The prices are stationary at \$18.50 to \$26, as to brand.

CEMENT—Business is quiet. We quote: German, \$2.50 to \$2.65; English, \$2.40 to \$2.50; Belgian, \$1.90 to \$2.15 per bbl.

METALS.

The market does not appear to be so strong as it was last week, but this may be due to the holiday dullness. Pig tin is a little weaker than it was. Bar iron is in fair demand.

PIG IRON—The feeling is a little weaker than it has been, but there is no appreciable change in values. Summerlee is still worth \$24 to \$25, and Canadian pig \$19 to \$20.

BAR IRON—A fair demand is being experienced at \$1.70 per 100 lb.

BLACK SHEETS—A fairly active trade continues. The base price is \$2.85 for 8 to 16 gauge.

GALVANIZED IRON—A moderate business is passing at unchanged prices. We

TINPLATES

"Lydbrook," "Grafton,"
"Allaways," etc.

TINNED SHEETS

"Wilden" Brand and
cheaper makes.

All sizes and gauges imported.

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

PIG TIN
INGOT COPPER
LAKE COPPER
PIG LEAD
SPELTER
ANTIMONY

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Are the Varnishes, Japans, Enamels, Stains, etc., you are handling giving you and your customers entire satisfaction?

If not, you cannot afford to experiment any more. Every bad tin makes a bad customer: every good tin makes a good wearing customer.

MAPLE LEAF BRAND

Liquid Coach Enamels, Maple Leaf Brand Varnish Stain, Elastilite Varnish, and all our sundry lines for the Hardware Store have made and are making every day good wearing customers for us.

They will do the same for you. The cheapest, because the best. Write for catalogue and prices.

Manufactured only by

The Imperial Varnish & Color Co.
TORONTO, ONT., CANADA. LIMITED

JOHN BOWMAN HARDWARE & COAL CO.,

....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz:

CEBRIANA,	
FITZCLARENCE,	DALTONHEAD,
CAMBRIAN KING,	SYLVANIA,

and from our large and complete stock can fill all orders promptly.

quote: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—There has been no change in copper this week. The ruling price is 17 1/2 c.

INGOT TIN—The London market has continued to sag, making the feeling uneasy. Lamb and Flag is worth 24c.

LEAD—The ruling price is still \$4.65.

LEAD PIPE—The demand is not brisk. We quote 7c. for ordinary and 7 1/2 c. for composition waste, with 15 per cent. off.

IRON PIPE—The situation remains firm and the market comparatively active. We quote as follows: Black pipe, 1/4, \$2.80 per 100 ft.; 3/8, \$2.80; 1/2, \$2.85; 3/4, \$3.05; 1-in., \$4.35; 1 1/4, \$5.95; 1 1/2, \$7.10; 2-in., \$9.50. Galvanized, 1/2, \$4.90; 3/4, \$5.40; 1-in., \$7.35; 1 1/4, \$9.75; 1 1/2, \$11.70; 2-in., \$15.75.

TIN PLATES—Trade is only fair. We quote as follows: Coke, \$4.50; charcoal, \$4.75.

CANADA PLATE—A small business is passing this week. We quote: 52's, \$2.90; 60's, \$3; 75's, \$3.10; full polished, \$3.75, and galvanized, \$4.60.

TOOL STEEL—We quote: Black Diamond, 8c.; Jessop's 13c.

STEEL—Is in fair request. We quote: Sleighshoe, \$1.85; tire, \$1.95; spring,

\$2.75; machinery, \$2.75, and toe-calk, \$2.50.

TERNE PLATES—There is no change to note, the price remaining at \$8.25.

SWEDISH IRON—The market is steady at \$4.25.

COIL CHAIN—Reports from the manufacturers are to the effect that coil chain is firm are again confirmed. Some orders for early delivery have been made. We quote as follows: No. 6, 11 1/2 c.; No. 5, 10c.; No. 4, 9 1/2 c.; No. 3, 9c.; 1/4-inch, 7 1/2 c. per lb.; 5-16, \$4.60; 5-16 exact, \$5.10; 3/8, \$4.20; 7-16, \$4.00; 1/2, \$3.75; 9-16, \$3.65; 5/8, \$3.35; 3/4, \$3.25; 7/8, \$3.20; 1-in., \$3.15.

SHEET ZINC—Values are steady at 6 to 6 1/4 c.

ANTIMONY—Unchanged, at 10c.

GLASS.

There is not a great deal doing in glass just now. The values are steady. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

Naturally, trade is quiet, but the volume of business aggregates quite as good as last year at this time. Turpentine and oil have each been reduced 2c. per gallon. Two

weeks ago the country was flooded with telegrams offering oil for summer delivery at very low rates, and many contracts were entered into, but it now transpires that, on account of a misunderstanding, the seller wishes to withdraw from his bargains. It is unfortunate that the mistake was made, as the low quotations demoralized the oil market to an appreciable extent. We quote:

WHITE LEAD—Best brands, Government standard, \$6.50; No. 1, \$6.12 1/2; No. 2, \$5.75; No. 3, \$5.37 1/2, and No. 4, \$5, all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks; kegs \$6.

RED LEAD—Casks, \$5.50; in kegs, \$5.75.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6 1/2 c.; in oil, pure, 9c.; No. 1, 7 1/2 c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 80c.; boiled, 83c., five to nine barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 62c.; two to four barrels, 61c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gallon.

CASTOR OIL— $8\frac{3}{4}$ to $9\frac{1}{4}$ c. in whole-sale lots, and $\frac{1}{2}$ c. additional for small lots.

SEAL OIL— $47\frac{1}{2}$ to 49c.

COD OIL— $32\frac{1}{2}$ to 35c.

NAVAL STORES—We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. for colored, and 6 to $7\frac{1}{2}$ c. for white oakum, $5\frac{1}{2}$ to $6\frac{1}{2}$ c., and cotton oakum, 10 to 11c.

SCRAP METALS.

There is very little doing in scrap metals at the present moment, but the market is strong. We quote as follows: Heavy copper and wire, 13 to $13\frac{1}{2}$ c. per lb.; light copper, 12c.; heavy brass, 12c.; heavy yellow, $8\frac{1}{2}$ to 9c.; light brass, $6\frac{1}{2}$ to 7c.; lead, $2\frac{3}{4}$ to 3c. per lb.; zinc, $2\frac{1}{4}$ to $2\frac{1}{2}$ c.; iron, No. 1 wrought, \$13 to \$14 per gross ton; No. 1 cast, \$13 to \$14; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4.

PETROLEUM.

The demand maintains its usual winter volume. We quote: "Silver Star," 15 to 16c.; "Imperial Acme," $16\frac{1}{2}$ to $17\frac{1}{2}$ c.; "S.C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

The decline of 1c. reported last week has not stimulated buying, and dealers report that stocks are accumulating. We quote: Light hides, $8\frac{1}{2}$ c. for No. 1; $7\frac{1}{2}$ c. for No. 2, and $6\frac{1}{2}$ c. for No. 3. Calfskins, 8c. for No. 1 and 6c. for No. 2. Lambskins, 90c.

ONTARIO MARKETS.

TORONTO, December 21, 1900.

HARDWARE.

WITH the holiday so near at hand the wholesaler is naturally not doing a large trade. It is now the retailer's turn to be "rushed." At the same time, however, business is fair for this time of the year. "I am rather astonished," said a wholesaler, "at the way in which business keeps up." Business in all staple lines is light this week. A feature of the trade at the moment is the number of express orders which are coming to hand. There are also quite a few letter orders, although they are not as heavy as they were last month. The sorting-up trade in cutlery has been small, and not a great deal has been done in sporting goods. Trade in all kinds of nails has fallen off and now amounts to very little. In fence wires there has been a little more business for delivery in the Spring, but for prompt shipment there is practically nothing doing. Trade has fallen off in bolts and nuts, and very little is being done in rivets and burrs.

A Bright, Jolly, Happy Christmas

To all friends and patrons—of the past, present, or future.

We offer the very best of the season's good wishes to our friends in the trade—from Vancouver to Halifax.

Thanking them for many courtesies in giving us extended time for filling orders, when our factory was rushed to its limit—tho' working day and night.

Hoping for the Very Merriest Xmas
"that has been."

METALLIC ROOFING CO., Limited, KING and DUFFERIN STREETS, Toronto.
Wholesale Manufacturers.

Building paper is a little higher and trade is fair. Payments are fairly satisfactory.

BARB WIRE—Some orders have been booked for future delivery, probably more than a week ago, but, for immediate shipment, there is practically nothing doing. We still quote f.o.b. Cleveland at \$2.97 $\frac{1}{2}$ in less than carlots, and \$2.85 for carlots. From stock, Toronto, \$3 10 per 100 lb.

GALVANIZED WIRE—Some business for spring delivery is also being done in this line. We quote No. 9 at \$3.10, Toronto; base price f.o.b. Cleveland is \$2.72 $\frac{1}{2}$ per 100 lb.

SMOOTH STEEL WIRE—A few orders for oiled and annealed wire for future delivery have been booked during the week, and a little business has been done in hay-baling wire. Base price is \$2.80 per 100 lb.

WIRE NAILS—Trade has fallen off a great deal and may now be termed flat. The base price is unchanged at \$2.85 per keg for less than carlots and \$2.75 for carlots.

CUT NAILS—Business is decidedly flat in this line, with the base price unchanged at \$2.35 per keg.

HORSESHOES—A good business continues to be done in horseshoes and quotations are unchanged. We quote as follows f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

HORSE NAILS—Business is still fair.

Discount, 50 per cent. on standard oval head and 50 and 10 per cent. on Acadia.

SCREWS—Business keeps fairly good in this line. We quote wood screws: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, $67\frac{1}{2}$ per cent.; flat head bronze, $67\frac{1}{2}$ per cent.; round head bronze, $62\frac{1}{2}$ per cent.

BOLTS AND NUTS—Trade has fallen off in all lines of bolts and nuts, which, of course, is owing to the near approach of the holiday season. We quote as follows: Carriage bolts (Norway), full square, 70 per cent.; carriage bolts, full square, 70 per cent.; common carriage bolts, all sizes, 65 per cent.; machine bolts, all sizes, 65 per cent.; coach screws, 75 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 65 per cent.; bolt ends, 65 per cent.; nuts, square, $4\frac{1}{2}$ c. off; nuts, hexagon, $4\frac{3}{4}$ c. off; tire bolts, $67\frac{1}{2}$ per cent.; stove bolts, $67\frac{1}{2}$; plough bolts, 60 per cent.; stove rods, 6 to 8c.

RIVETS AND BURRS—These are quiet and featureless. Discount, 60 and 10 per cent. on iron rivets; iron burrs, 55 per cent.; copper rivets and burrs, 35 and 5 per cent.

ROPE—There is very little business being done, and prices are unchanged. We quote the base price of sisal at $8\frac{1}{2}$ c., and of manila 12c. Cotton rope is unchanged as follows: 3 16 in. and larger, $16\frac{1}{2}$ c.; 5 32 in., $21\frac{1}{2}$ c., and $\frac{1}{8}$ in., $22\frac{1}{2}$ c. per lb.

CUTLERY—Trade has not been heavy during the past week, being only of a small sorting-up nature.

SPORTING GOODS—A few guns and rifles

and some cartridges have been sold during the week, but trade rules quiet.

BUILDING PAPER—An advance has taken place in this line, and prices are now as follows: Ready roofing, 3 ply, \$1.65 per square; ditto, 2-ply, \$1.40 per square. Quotations are f. o. b. Toronto, Hamilton, London.

SPADES AND SHOVELS—A few orders have been booked for spring delivery during the past week. Discount 40 and 5 per cent.

HARVEST TOOLS—A few orders have been booked for spring delivery, but the trade does not yet amount to very much. Discount 50 and 10 to 50, 10 and 5 per cent.

POULTRY NETTING—More orders for spring delivery have been booked during the past week than for some time, but practically nothing has been done in the way of immediate shipment. Discount 50 per cent.

GREEN WIRE CLOTH—A little business is being done for spring delivery. We still quote \$1.50 per 100 sq. ft.

CEMENT—The season is over. We nominally quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

Trade is fairly good in metals this week, with the demand chiefly for ingot metals, tinplates and galvanized sheets.

PIG IRON—The market continues firm, although trade is not active. As will be noticed from a report published elsewhere in this issue, the blast furnace at Midland was opened on Tuesday last, and the iron from that furnace is now on the market. The first delivery is being made this week, the purchasers being The Gurney Foundry Co., of Toronto. We quote Canadian pig at \$17 for No. 2, and American foundry at \$17.50 Toronto.

BAR IRON—Trade keeps fairly good with prices firm at \$1.65 to \$1.70.

PIG TIN—There have been some advances in the outside markets since we last went to press, but, at the moment, the market is weak. In New York, on Tuesday, there was a break of $1\frac{1}{4}$ c. per lb., and, in London, of nearly £3 sterling per ton. Locally, a fairly-brisk trade is being done in both large and small lots, and prices are unchanged at 32 to 33c.

TINPLATES—A good trade has been done during the past week in coke plates, and in charcoal plates it has been fair.

TINNED SHEETS—Business has been quiet, with 28 gauge still quoted at 9 to $9\frac{1}{2}$ c. per lb.

BLACK SHEETS—Trade has fallen off

during the week, and the movement is now slow. We still quote \$3.50 per 100 lb.

GALVANIZED SHEETS—Trade in this line is being well maintained and can still be termed brisk. We quote English at \$4.85 and American at \$4.50 for ordinary quantities.

CANADA PLATES—Trade is about moderate and devoid of any special features. We quote: All dull, \$3.15; half and half, \$3.25; and all bright, \$3.85 to \$4.

IRON PIPE—Trade is keeping up fairly well. We quote as follows: Black pipe $\frac{1}{4}$ in., \$3.10; $\frac{3}{8}$ in., \$3.10; $\frac{1}{2}$ in., \$3.10; $\frac{3}{4}$ in., \$3.35; 1 in., \$4.75; $1\frac{1}{4}$ in., \$6.50; $1\frac{1}{2}$ in., \$7.70; 2 in., \$10.70. Galvanized pipe is as follows: $\frac{1}{2}$ in., \$4.65; $\frac{3}{4}$ in., \$5.35; 1 in., \$7.25; $1\frac{1}{4}$ in., \$9.75; $1\frac{1}{2}$ in., \$12.25; 2 in., \$15.

SOLDER—The demand during the past week has been good. We quote half-and-half, 21c.; refined, 19 to 20c.; wiping, 19 to $19\frac{1}{2}$ c.

PIG LEAD—Trade is only moderate. We still quote $4\frac{3}{4}$ to 5c. per lb.

COPPER—Business is quiet in ingot copper, and in sheet copper the demand is only fair. We quote ingot at 19 to 20c.; bolt or bar, $23\frac{1}{2}$ to 25c.; sheet, 23 to $23\frac{1}{2}$ c.

BRASS—A good trade continues to be noted in this line. We quote the discount, on rod and sheet at 15 per cent.

ZINC SPELTER—The demand is active, having improved during the past week. We quote 6 to $6\frac{1}{4}$ c. per lb.

SHEET ZINC—There is a good demand also for this line. We quote casks at \$6.75 to \$7, and part casks at \$7 to \$7.50 per 100 lb.

ANTIMONY—A fair trade is to be noted, the improvement reported last week having been maintained. We quote 11 to $11\frac{1}{2}$ c. per lb.

COIL CHAIN—Jobbers have slightly advanced their prices on coil chain, as will be noticed by a reference to our prices current.

PAINTS AND OILS.

Owing to the holiday season lull, travellers are off the road, and the market is practically stagnant. There is no change. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.62 $\frac{1}{4}$; No. 1, \$6.25; No. 2, \$5.87 $\frac{1}{2}$; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to $7\frac{1}{2}$ c.

ORANGE MINERAL—Genuine, 8 to $8\frac{1}{2}$ c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

Ball Bearings Largest Variety Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM. SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is ... NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St., BIRMINGHAM.

BURMAN & SONS' LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as applied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

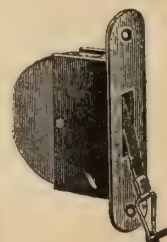
Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 82c.; boiled, 85c.; 5 to 9 barrels, raw, 81c.; boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 60c.; two to four barrels, 59c., to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

Though there is a disposition in favor of an advance there is not likely to be any change for a few weeks. We still quote first break locally as follows: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4; double diamond under 26 united inches, \$6, Toronto, Hamilton and London; terms 4 months or 3 per cent. 30 days.

OLD MATERIAL.

There is little doing and prices are unchanged. We quote jobbers' prices as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 55c. per cwt.; stove cast, 40c.; No. 1 wrought 55c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12½c.; coil wire scrap, 13c.; light brass, 7c.; heavy yellow brass, 10 to 10½c.; heavy red brass, 10½c.; scrap lead, 3c.; zinc, 2½c.; scrap rubber, 7c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

COAL.

While there is a big demand for coal on account of the accumulation of orders consequent on the strike, the shipments are not as large, owing to the scarcity of cars, as they otherwise would be. Prices are unchanged. We quote anthracite on cars Buffalo and bridges: Grate, \$4.75 per gross ton and \$4.24 per net ton; egg, stove and nut, \$5 per gross ton and \$4.46 per net ton.

PETROLEUM.

As to-day (Friday) is the shortest day of the year, there has been a big consumption

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETT," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

GLAZIERS' DIAMONDS

of every description.
Reliable Tools at low prices.



A. SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

of oil all this week, and jobbers have been very busy. Prices are steady as follows: Pratt's Astral, 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

MARKET NOTES.

Building paper is higher.

A slight advance is to be noted in quotations on coil chain.

The Dominion White Lead Grinders' Association meets in Montreal December 27.

H. S. Howland, Sons & Co. have placed "Shine On" in stock. This is a metal polish which already has a good sale in the United States.

MAKING FIRST-CLASS AXES.

The Dundas Axe Works, Dundas, Ont., are adopting new styles and shapes this year. They are making a special feature of thin-ground axes, with a finish like that of the finest United States axes. This firm's factory has been put in shape to produce the highest grade of axes and to turn out from 12,000 to 15,000 dozen of them every year.

BUSINESS OF THE SOULANGES CANAL.

Reports received by the Department of Railways, at Ottawa, show that during the season of navigation ending November 30 last, 11,220,586 bushels of grain, transported on the Parry Sound Railway, passed through the Soulanges Canal, from Kings-ton via the St. Lawrence came 7,707,000 bushels, while steamers from Lake Erie carried, it is estimated, 500,000 bushels, making a total of 19,427,586 bushels through

the Soulanges Canal. The packages of freight going east and west from the Canada Atlantic Railway were 13,716 tons. A total of 2,976 barges and freight steamers used the canal.

INCREASE IN ADVERTISING.

We are drifting on toward common sense, and we are drifting faster every year. There will be more advertising done as people come to understand advertising better. Ten years ago the majority of people looked on all advertising as dishonest. Now the majority of people look upon the majority of advertising as strictly honest business news.

There will be more advertising in the years to come. I mean that there will be lines of business advertised then that are not advertised now. Not only that, but the lines that are advertised now will be advertised more widely and more intelligently.

There is no business under the sun that cannot be increased. There is no business that cannot be successfully advertised.

Any special brand of any staple article can be successfully advertised. That I firmly believe. You can figure it out right. It is simply a case of arithmetic. If you can get 1,000 people to use your brand in preference to others, how much will each consume during the year; how much profit will you make, and how much will it cost you to reach these people?

The man who buys clothes, perhaps, buys threshing machines and tin roofs. He has the same ideas and aims in a general way that every other man has, and the same arguments will appeal to him. People have said that an advertising style that will sell goods in one part of the country would not do for another part. That's all nonsense. People are people, and they have been people ever since the flood.—Facts.

MANITOBA MARKETS.

WINNIPEG, December 17, 1900.

THE retail hardware trade is quiet and featureless. Prices quoted last week are without change.

Price list for the week is as follows:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire	10 3 95
"	11 4 00
"	12 4 05
"	13 4 20
"	14 4 35
"	15 4 45
Wire nails, 30 to 60 dy, keg	3 60
" 16 and 20	3 65
" 10	3 70
" 8	3 75
" 6	3 90
" 4	4 00
" 3	4 25
Cut nails, 30 to 60 dy.	3 15
" 20 to 40	3 20
" 10 to 16	3 25
" 8	3 30
" 6	3 45
" 4	3 55
" 3	3 80
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 90
No. 2 and larger	4 95
Snow shoes, No. 0 to No. 1	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4.50 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	2 54
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
" IX	12 75
" IXX	14 75
Ingot tin	35
Canada plate, 18 x 21 and 18 x 24	3 90
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots	8 00
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch	50 an 10 p.c.
Over 2 inch	45 p.c.
Rope, sisal, 7-16 and larger	\$ 9 25
" 3/4	9 75
" 1/2 and 5-16	10 25
Manila, 7-16 and larger	13 50
" 3/4	14 00
" 1/2 and 5-16	14 50
Solder	22
Cotton Rope, all sizes, lb.	17 1/2
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	75 and 10 p.c.
Round	70 p.c.
Flat	70 p.c.
Round	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8	50c. lb.
Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60

Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	5 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	6 75
Chilled	7 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.

PETROLEUM.

Water white American	24 1/2 c.
Prime white American	23c.
Water white Canadian	21c.
Prime white Canadian	19c.

PAINTS, OILS AND GLASS.

Turpentine, pure, in barrels	\$ 70
Less than barrel lots	75
Linseed oil, raw	90
Boiled	93
Lubricating oils, Eldorado castor	25 1/2
Eldorado engine	24 1/2
Atlantic red	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	2 50
41 to 50	5 50
51 to 60	6 00
61 to 70	6 50
Putty, in bladders, barrel lots	per lb. 2 1/2
kegs	2 1/2
White lead, pure	per cwt. 7 25
No. 1	7 00
Prepared paints, pure liquid colors, according to shade and color	per gal. \$1.30 to \$1.90

LARGE IMPORTATION OF ALUMINUM.

The Syracuse Smelting Works, Montreal, have imported a large quantity of aluminum, for which they are allowing special prices, this importation being the largest that ever came into Canada in one shipment. Aluminum is coming into extensive use at the present time for making all kinds of aluminum castings as well as fluxing iron and steel. Its employment is of no meagre consideration in this firm's Aluminum Genuine Babbitt metal which is claimed to be the best bearing on the market.

TURKEYS FOR EMPLOYES.

The showrooms of The McClary Manufacturing Co., London, just now present an appearance more in keeping with a dairy produce business than with any lines connected with the tin or stove trade. They are gathering together an immense amount of turkeys to be distributed among their employees. They have purchased through a buying agent over four tons of turkeys, to be given away on Saturday, December 22, as a Christmas greeting to their workmen.

ADVERTISING VANCOUVER ISLAND.

For some time there has been a growing agitation in Victoria in favor of advertising Vancouver Island in such a way as to draw both the capitalist and the settler there. It has been pointed out that there are thousands of acres of good farming lands; that its mineral deposits and timber areas are but partially utilized; that its climate is excellent—in fact, that the Island is in every respect capable of supporting many times its present population.

The Victoria Colonist now proposes that a sum of \$6,000 should be raised for advertising these facts. It suggests that Victoria give \$1,500, Nanaimo, \$500; that \$1,000 be raised by private subscription, and that the Provincial Government be asked to give the remainder.

This proposition is a reasonable, business-like one. HARDWARE AND METAL has always advocated that municipalities having inducements calculated to attract either the tourist or the settler should not fail in the necessary spirit of enterprise to spend money to advertise the same.

CATALOGUES, BOOKLETS, ETC.

AN ATTRACTIVE ARMS CALENDAR.

One of the most attractive calendars for 1901 that has yet come in is that of The Harrington & Richardson Arms Co., Worcester, Mass. It is a fine steel engraving representing a hunting camp, on the edge of a lake. The interior of the camp is splendidly engraved and shows the camp bed, cooking outfit, clothing and so on, and shows some rather good suggestions for fitting up a comfortable camp.

It is a calendar really worth having, and we have no doubt that any subscriber, by sending them a postcard mentioning HARDWARE AND METAL, will have a copy sent them with Harrington & Richardson Arms Co.'s compliments.

IMPROVED REAR FORK ENDS.

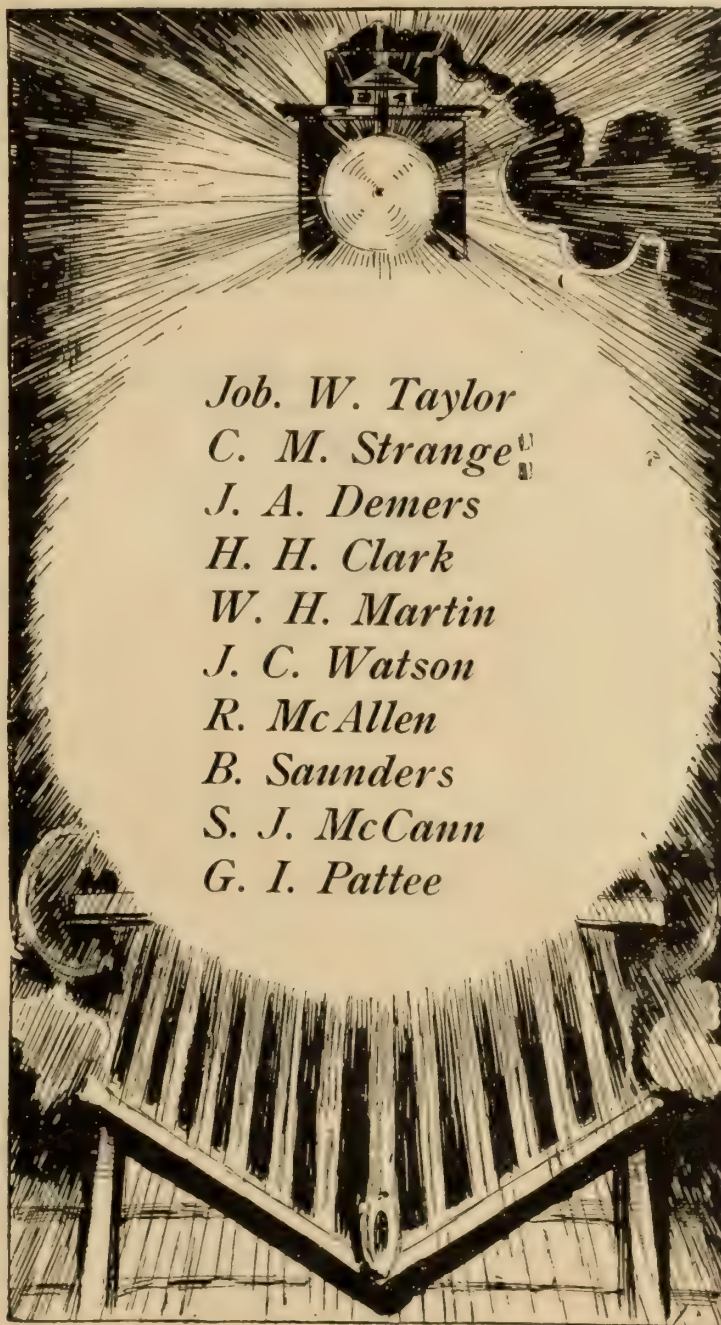
The Iver Johnson people have made a change in the construction of the rear fork ends of their new machines which is quite an improvement.

"Major" Taylor has been doing his best to acquaint other riders with the new features, for he gives them all a chance to see this part of his machine as they follow him over the tape.

One of the last of the racing men to have an opportunity of this kind was Tom Cooper, who met Taylor and defeat in a match race at Madison Square Garden during the six-day grind, the colored wonder showing the way in two straight heats.

THANKS

to the generous support of our many Friends and Customers, we are gradually encircling the Canadian portion of the Western Hemisphere.



Job. W. Taylor
C. M. Strange
J. A. Demers
H. H. Clark
W. H. Martin
J. C. Watson
R. McAllen
B. Saunders
S. J. McCann
G. I. Pattee

While the year 1900 has been a very successful one, we hope to see the 20th Century dawn with ever-increasing prosperity to all.
With Season's Greetings, we are,

Yours, very truly,

LEWIS BROS. & CO., MONTREAL.

HEATING AND PLUMBING

TROUBLE WITH BRAZING PIPE.

A CORRESPONDENT of The Metal Worker recently wrote that journal as follows: "Please give me a spelter that will braze yellow brass tubing and stand a pressure of 70 lb. of steam? I have tried brazing brass with common spelter, but the brass would always fuse much earlier than the spelter. Would you also give me the name of some firm who sell the material I want?"

The answer was as follows: "The brass tubing of the trade varies slightly in its composition and melting point. It may be 5, 6 or 7 oz. to the lb. of copper, and a trial should be made on a sample with the spelter before attempting to braze good work, unless the operator has had experience with the materials. Spelters also vary much in their composition to suit the different metals to be brazed. Our correspondent should be able to braze a 6-oz. brass with an 8-oz. spelter, and an 8-oz. brass with a 10 or 12 oz. spelter. If he chooses to make the spelter, add 3 oz. of zinc to common brass melted in a crucible, well stirred and poured in a small stream into water. Possibly his trouble may arise from uneven heating of the tube, or if he is undertaking to make the tubing, the spelter should be placed on the inside and be drawn through the seam. We presume he understands the use of borax as a flux."

PREVENTING RUST ON PIPES.

The following is a simple and economical way of tarring iron pipes to keep them from rusting: The sections as made should be coated with coal tar, and then filled with light wood shavings, and the latter set on fire. It is declared that the effect of this treatment will be to render the iron practically proof against rust for an indefinite period, rendering future painting unnecessary. In proof of this assertion the writer cites the example of a chimney of sheet iron erected in 1866, and which, through being treated as he described, is as bright and sound to-day as when erected, though it has never had a brushful of paint applied to it since. It is suggested that by strongly heating the iron after the tar is laid on the outside the latter is literally burned into the metal, closing the pores and rendering it rust proof in a far more complete manner than if the tar itself was first made hot and applied to cold iron, according to the usual practice. It is important, of course, that the iron should not be made too hot or kept

too hot for too long a time, lest the tar should be burned off. Hence the direction for the use of light shavings instead of any other means of heating.—Engineer and Iron Trades Advertiser.

BUILDING PERMITS.

Building permits have been issued in Toronto to W. D. McIntosh, for alterations to the store at the corner of Yonge and Albert streets, to cost \$7,000, and to H. H. Lloyd for a residence near Lowther avenue, on Brunswick avenue, to cost \$4,000.

Building permits have been issued to the following persons in Brantford, Ont.: Mrs. E. Fisher to erect residence, Cayuga street, cost \$1,000; Waterous Engine Works Co., addition to moulding shop, \$5,000; H. Cockshutt, addition to residence, to cost \$3,200; Lloyd Harris, addition to residence, Brant avenue, to cost \$10,000; City of Brantford, addition to John H. Stratford Hospital and Isolation Hospital, to cost \$25,000; Adams Wagon Co., factory, to cost \$34,000. The total to date from the beginning of the year amounts to about \$165,000.

The Berlin Journal publishes the following list showing the building operations during the past season: Centre Ward, 16 new buildings and 19 improvements to buildings, at \$47,950; North Ward, 26 new buildings and 5 improvements to buildings, at \$26,955; East Ward, 11 new buildings and 20 improvements to buildings, at \$18,610; South Ward, 11 new buildings and 11 improvements to buildings, at \$29,000; West Ward, 23 new buildings and 10 improvements to buildings, at \$27,985; total, 157 new buildings and improvements, at \$150,600. The list includes eight new manufacturing establishments or additions to existing ones.

T. A. IRVINE & CO.'S MEN ON STRIKE.

The journeymen plumbers in the employ of T. A. Irvine & Co., Montreal, went out on strike on Thursday of last week, owing to an alleged breach of agreement. The understanding was that the firm should have the approval of the union before employing new help. Mr. Irvine wanted a foreman plumber, and asked the union to suggest a suitable man. As they did not so do, a man was secured from another shop. But the journeymen refused to work under him. This is about as high-handed a stand for a union to take as has been reported for some time.

SOME BUILDING NOTES.

James McKinney is erecting a new house in Norval, Ont.

W. Parent is building a new residence in Belle River, Ont.

S. Fitzpatrick is building a new residence in West Lorne, Ont.

C. Moore has the contract for a new station at Kingston, Ont.

New Anglican churches are to be built at Cargill and at Pelee Island, Ont.

Abram Dalaire has finished the construction of a new hotel in Janesville, Ont.

F. M. Carpenter and others propose to erect a public hall in Stoney Creek, Ont.

Excavations for the Sanitary Dairy Co.'s building, London, Ont., have been commenced.

Folliott & McMillan have been given the contract for building a city hall in Sandon, B.C., at \$3 915.

Alexander Gillespie is asking for tenders for the erection of a brick schoolhouse in S.S. No. 4 Proton, near Cedarville, Ont.

The Lake of the Woods Milling Co. have purchased the property opposite the old Tribune office, Bannatyne avenue, Winnipeg, and propose to erect a commodious two-storey building.

PLUMBING AND HEATING NOTES.

Paddon & Nicholson, plumbers, Montreal, are dissolving.

F. Riopelle & Fils, plumbers, etc., Montreal, have registered partnership.

J. F. Fitzpatrick, plumber, Rossland, B.C., has moved into better premises.

Joseph Lafrance & Co., plumbers, etc., Montreal, are contesting a demand of assignment made by Dame E. Riopelle.

A meeting of the creditors of Eusebe Roy, contractor, Montreal, has been called.

CAST IRON STEAM FITTINGS.

The Association of Manufacturers and Jobbers of Cast Iron Steam Goods held a meeting in New York City, and issued prices which show an advance of 15 per cent. over the prices obtaining prior to that date. In issuing the new prices they say that they are compelled to do it owing to the fact that the price of cast iron fittings and other goods was advanced by all the manufacturers in the early part of November. The jobbers say that they did not take advantage of the advance at the time,

WE HAVE 'EM, All Kinds.

Our salesman will be in Canada early in January.

DON'T MAKE CONTRACTS UNTIL YOU GET OUR PRICES SEE THE "GREEN BOOK."

REGISTERED TRADE MARK PAT. APPL'D S.M. CO.

12 INCHES

SMITH & HEMENWAY CO., NEW YORK.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 220 1/2 Board of Trade, MONTREAL.

TACKS, CUT NAILS, WIRE NAILS, HORSE SHOES, HORSE NAILS, SPIKES, BOLTS, NUTS, ETC.

SPECIALTIES — "C" Brand Horse Nails — Canada Horse Nail Co.

"BRASSITE" GOODS — Gunn Castor Co., Limited, Birmingham, Eng.



Manufacturers of

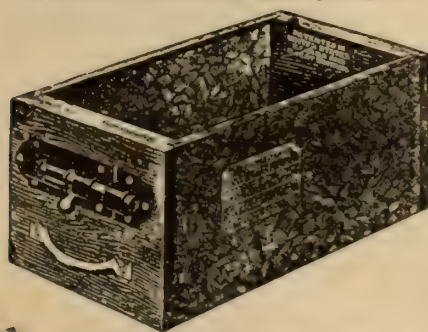
Heating Supplies

Pipe Fittings and Headers.
Large Manifolds made to Order.
Steam Traps and Appliances, etc.

The ...
Jas. Morrison Brass
Mfg. Co., Limited
TORONTO.

SPECIAL NOTICE!

As so many hardwaremen intend putting in



BENNETT'S PATENT SHELF BOX

early next year, ready for Spring trade, they will help us and themselves by placing their orders as soon as possible. Orders will be filled in rotation. Price lists and full particulars from the patentee and manufacturer.

J. S. BENNETT, 20 Sheridan Ave., Toronto.
N.B. — Boxes made to fit your present shelving.

Standard Paint & Varnish Works
Limited
Makers of High Grade
Varnishes, Lacquers,
Paints, Colors & Enamels
Windsor, Ont.

Hardwood CHARCOAL in Bulk or Sacks. WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by..

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
Deseronto.

Gooderham Building, TORONTO

DIAMOND STOVE PIPE DAMPER AND CLIP.



U. S. Patent June 25th, 1895.
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of...

HARDWARE
TINWARE
and STOVES,

for furnace pipe, to support
the sheet steel blade.



Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
A. R. WOODYATT & CO., Guelph, Ontario.

LEADER CHURN

New Century Improvements.

FOUR DIFFERENT STYLES:

- A—Steel Frame with double reversible Steel Lever.
- B—Wood Frame with double reversible Steel Lever.
- C—Steel Frame with Crank.
- D—Wood Frame with Crank.

Styles A and B may be operated from a sitting or standing position.

Steel Frames and Hoops beautifully ALUMINIZED.
ALL LEADER CHURNS are equipped with BICYCLE BALL BEARINGS and PATENTED CREAM BREAKERS.
Stands are so constructed that they are particularly strong and rigid, and there is nothing to interfere with the placing of pail in the most convenient position for draining off buttermilk.

It Pays to Have the Best. None are Better Than the Leader.

THE

DOWSWELL Manufacturing Co.

Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son, Montreal, Que.



Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

TRADE



MARK

but gave the plumber the benefit of purchasing such material as they had in stock at the old prices. They were, however, compelled to advance prices on the following goods: Cast iron ells, tees, Y's, crosses, reducers, offsets, caps, etc., malleable iron fittings, return bends and branch tees, nipples, unions, flanges and flange unions, cast iron plugs and bushings, malleable iron bushings.

REGISTRATION FOR PLUMBERS.

For some time Ald. Ames, chairman of the health committee, Montreal, has been agitating for the appointment of a sanitary inspector, and for regulations to better the sanitary conditions of the city. A plumber writes to the local press suggesting that "it should be made compulsory for every plumber to pass an examination before a committee of practical men, and, having passed satisfactorily, to be presented with a certificate to that effect, to be shown, when demanded, to anyone employing them. This would not only help the plumber who has honestly served his time at the trade, but would help to weed out all incompetent men. I would also suggest that every plumber have authority to notify inspectors of cases of defective plumbing in houses he may come in contact with, and have the same tested; also a more searching inspection should be made in reference to the class of work in houses occupied by the working classes in the city, which are sorely neglected, and, if properly attended to, would help to keep down the different diseases so prevalent at times in the city. To remedy this, all plumbing work should be tested, both during completion and after." If Montreal desires to be up-to-date in sanitary plumbing legislation it should carry out this suggestion.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., plumbers, Toronto, have contracts for plumbing and steam-heating in the new Technical School, College street; for plumbing and heating The Canada Biscuit Co.'s new factory, corner King and Bathurst streets, and for steam-heating and plumbing a residence for Capt. Walker, Peter and Catharine streets, Toronto.

HOW A BIG CONTRACT WAS LOST.

Most business men have experienced the annoyance that is caused by delay in postal transmission often enough to appreciate the indignation of The Keith & Fitzsimmons Co., Limited, Toronto, as well as the officials of that city over a delay in delivering a letter there last week.

The city asked, some days ago, for tenders for plumbing and steam-heating the

new Technical School building. When the tenders were let, the lowest was from Purdy, Mansell & Co., Toronto, who were given the contract at \$1,880. Soon after the contract had been given a letter marked "plumbing tender" was delivered. The figures in this were nearly \$400 below the tender accepted. But it was too late. An investigation followed, when it was discovered that the letter had taken 22 hours in delivery, thus losing the Keith & Fitzsimmons' firm a contract and the city about \$400. Needless to say Purdy, Mansell & Co., are congratulating themselves.

KINGSTON TO BUY GAS PLANT.

A despatch from Kingston, Ont., says that the corporation of the city of Kingston has served notice on The Kingston Light, Heat, and Power Co. of its intention to proceed, under the terms of an agreement existing between the city and the company, to arbitrate and fix a price for the purchase of the gas and electric light plants from the company. The value of the plants aggregates \$300,000. The company's contract for street lighting ends with the close of 1901.

AN AGGRESSIVE FIRM.

The Iver Johnson's Arms and Cycle Works, of Fitchburg, Mass., are supplementing their trade paper advertising very effectually by means of the postal cards which they send out week after week to their agents and others whom they expect to make Iver-Johnston agents.

The subject matter of the cards is changed each week, but the main idea is always kept in view, that is, impressing on agents the general goodness of the Iver Johnson bicycle and the money to be made handling it.

Always aggressive, the makers of honest cycles at honest prices are surpassing themselves this season in pushing what they aptly term "The Distinctive Cycle of the Future."

Another good move on the company's part was the engaging of Harry Elkes and "Major" Taylor to show the high quality of the Iver Johnson bicycle on the track.

MANY ORDERS FOR SHELF BOXES.

J. S. Bennett, manufacturer of Bennett's patent shelf box, reports that during this month he has had more inquiries re his boxes than ever before. As the majority of these inquiries are from hardwaremen who intend installing them early in the year, Mr. Bennett urges that orders should be placed as soon as possible, for, though he has a good equipment for turning them out, an unusually large number of orders coming in at one time later on might result in delay in shipment.

SPECIAL TO THE TRADE!



During the annual convention of our travelling staff, now being held at our head office, 572 William Street, Montreal, we beg to state that it will afford us very great pleasure to receive your valued orders by Mail or Wire. The works in Montreal and Toronto are running full time, and prompt shipment is assured.

To our numerous friends reached by **HARDWARE AND METAL** in Canada and elsewhere we cordially wish a **Merry Christmas!**



THE CANADA PAINT COMPANY LIMITED

HENRY ROGERS, SONS & CO.,

SHEFFIELD, ENGLAND

Manufacturers of the celebrated



UNION JACK

CUTLERY

We make a specialty of

PLATED WARE,
FRUIT KNIVES, ETC.

Our Canadian Representative carries a full line of samples.

Canadian Office:

6 St. Sacrament St., MONTREAL.

F. A. YORK, Manager.



Spiral Tubular Radiators

E. T. WRIGHT & CO.

Hamilton, Ont.

Sole Agents for Canada.



"JARDINE"

TIRE UPSETTERS
WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

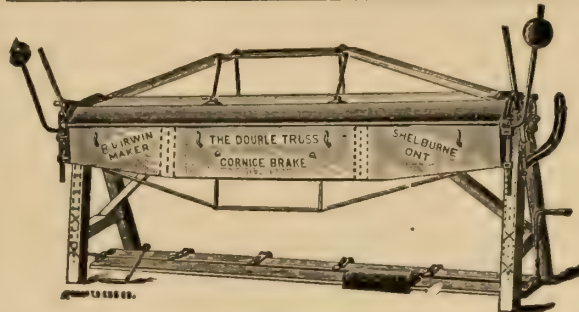
Valves and Plungers.

Only the very best leather and rubber are used in these goods, and all are carefully and evenly fitted, making them the best of their kind.



Berger Bros.
Co.

PHILADELPHIA, U.S.A.



This eight-foot Brake bends 22-gauge iron and lighter, straight and true.

Price, \$60

Very handy beader attachment, \$15 extra if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELburne, Ont.

The Latest and Best.

H. & R. Automatic Ejecting
Single Gun.

Model
1900.



Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.

Descriptive Catalogue on request.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

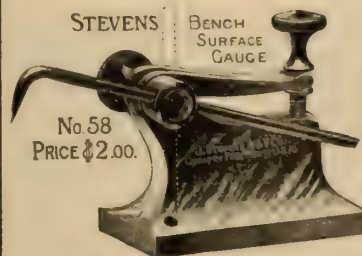
STEVENS ...FINE TOOLS

We make a perfect line
of

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool
Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also a valuable hand-book of information for mechanics and people interested in such lines.



No 58
PRICE \$2.00.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass, U.S.A.

Carried by our representatives at Toronto and Montreal.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT

TWINE MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared to furnish the best made goods in the market at closest prices and make prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

LUMBERING OPERATIONS ACTIVE.

AS far as cutting operations in the Ottawa Valley are concerned, the season is now almost over. Every mill is running hard to wind up operations before the frost sets in. The cut this year is somewhat in advance of 1899, which can be easily accounted for by the big fire in April last. That conflagration was the immediate cause of a large demand, and a considerable shortage at the same time, and, of course, this made the big mills run night and day to meet the requirements.

The cut in Ottawa and immediate vicinity will probably exceed 400,000,000 feet up as follows: J. R. Booth, 80,000,000; Gil-mour & Co., 35,000,000; Hurdman & Co., 20,000,000; W. C. Edwards & Co., (Ottawa mills), 35,000,000; W. C. Edwards & Co., (Rockland), 65,000,000; McLaren & Co., (Buckingham), 40,000,000; McLachlin Bros., Arnprior; Gillies Bros., Braeside, and Pembroke Lumber Company, and other small mills, 200,000,000 feet, not counting many small mills up the Gatineau and around Ottawa, within a radius of 50 miles, which would likely bring the sum to nearly eight or nine hundred millions. Taking this figure and the selling price at an average of \$15 per 1,000 ft., make the output worth about \$12,000,000.

New Brunswick sawyers have also been busy. During the season the Fredericton, N.B., Boom Company rafted a total of 138,192,900 feet of lumber as compared with 81,750,000 feet the previous season, making an increase of nearly 67,000,000 feet, or over 80 per cent. The timber this season consisted of 120,044,270 feet of spruce; 13,717,107 feet of cedar; 4,181,830 feet of pine, and 106,490 feet of hemlock.

VICTORY FOR ALBION IRON WORKS.

The Albion Iron Works Co., Limited, Victoria, in competition with the shipbuilding firms of Tacoma and Seattle, Wash., secured the other day a big contract for repairing the British iron barque Dunreggan, which was severely damaged by grounding on a reef near Diamond Head, Honolulu. About 80 plates are to be taken out of the vessel. Of these 50 are to be replaced and the others re-rolled. The keel at the fore end is to be replaced and the rudder and stern-post unshipped and made right. The Albion Works tender was \$15,000 below the lowest bid of its United States rivals.

HE SHOULD HAVE KNOWN IT BEFORE.

A story concerning a dealer in hardware comes from a town in a nearby State, says Stoves and Hardware Reporter, St. Louis. It appears that some time ago he concluded

to sell his business and announced his intention in such a way that he received several propositions, one of which he decided to accept, subject to taking an invoice. When the invoice was concluded, he made the discovery—much to his own surprise and probably that of the buyer—that his business had about doubled in the past year and was worth a good deal more than he thought for when he made first negotiations.

This dealer is to be congratulated on the fact that his business shows a better value than he had anticipated, but is it pertinent to ask why his books did not inform him of the facts before he made preparations to sell his business? A well-kept set of books, with daily postings, will inform a merchant regarding his stock and its present value, with just as much certainty as can be assured by the taking of an invoice.

WIRE RODS!

*Drawn to Decimal Sizes, Cut and Straightened,
In Uniform Sizes. Prompt Shipment.*

Chalcraft Screw Co., Limited, Brantford, Ont.



"DAISY" CHURN

Has tempered steel cased bicycle ball bearings, strongest, neatest and most convenient frame. Only two bolts to adjust in setting up. Steel Bow Levers, suitable for either a standing or sitting posture. Has four wheels and adjustable feet to hold stand steady while churning. When churn is locked to stand the bow can be used as handles to move it about on the front wheels as handy as a baby carriage. Open on both sides to centre, giving free space for pail. Made with wood or steel stands, with Cranks only, or Bow Levers as desired.

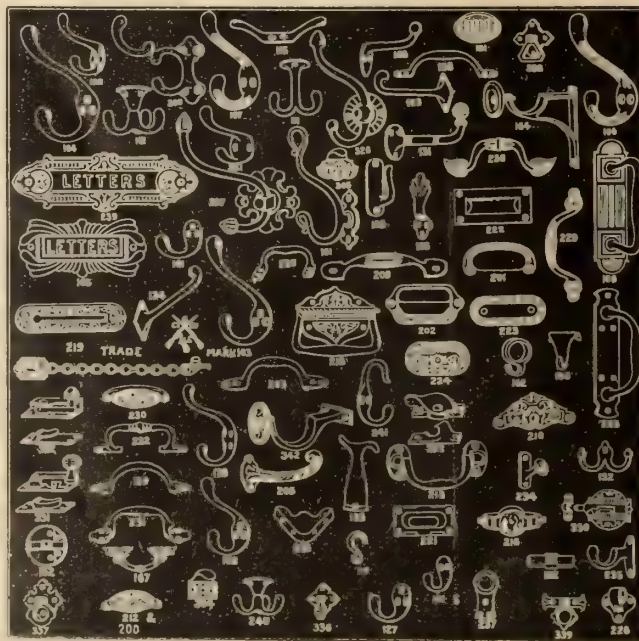
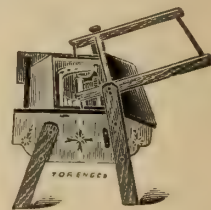
Vollmar Perfect Washer

Has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine.

THE
Wortman & Ward Mfg. Co., Limited

LONDON, ONT.

Eastern Branch, 60 McGill Street, Montreal, Que.



"BRASSITE"



REGISTERED TRADE MARK.

None genuine without the above "Trade Mark."

**"Gunn's"
Patent
"Brassite"
Goods.**

Equal to **Solid Brass** in every particular. Cost less money—look and wear as well. Our sales are increasing all the time. Why not increase your sales?

**THE GUNN CASTOR CO.
Limited.**

KNOX HENRY, Canadian Agent, 220 1/2 Board of Trade, **MONTREAL.**

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

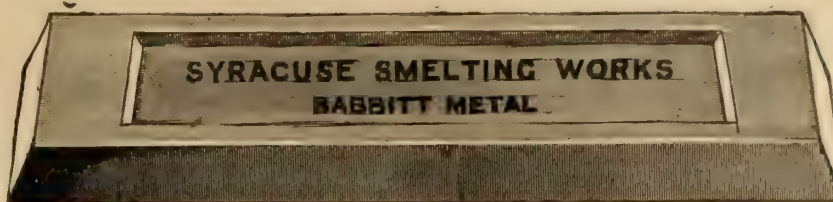
Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

HARDWARE.			Cow.			Chalk.			GAUGES.		
Ammunition.			American make, discount 66 2/3 per cent.			Carpenters, Colored, per gross			Marking, Mortise, Etc.		
Cartridges.			Canadian, discount 45 and 50 per cent.			White lump, per cwt.			Stanley's dis. 50 to 55 per cent.		
8. B. Caps, Dom. 50 and 5 per cent.			Door.			Red			Wire Gauges.		
Rim Fire Pistol, dis. 40 p. c., Amer.			Gongs, Sargent's..... 5 50 8 00			Crayon, per gross..... 0 14 0 18			Winn's, Nos. 26 to 33, each... 1 65 2 40		
Rim Fire Cartridges, Dom., 50 and 5 p. c.			Peterboro', discount 45 per cent.								
Central Fire Pistol and Rifle, 10 p. c. Amer.			Farm.								
Central Fire Cartridges, pistol sizes, Dom.			American, each..... 1 25 3 00								
30 per cent.			House.								
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.			American, per lb..... 0 35 0 40								
Central Fire, Military and Sporting, Amer.											
add 5 p. c. to list. B.B. Caps, discount 40 per cent. Amer.											
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, net list.											
Brass shot Shells, 55 per cent. Primers, Dom., 30 per cent.											
Wads.			Bellows.			Chisels.			HALTERS.		
per lb.			Hand, per doz..... 3 35 4 75			Socket, Framing and Firmer.			Rope, 3/8 per gross..... 9 00		
Best thick white felt wadding, in 3/4-lb bags..... 1 00			Moulders', per doz..... 7 50 10 00			Broad's, dis. 70 per cent.			" 1/2 to 3/4..... 14 00		
Best thick brown or grey felt wads, in 3/4-lb. bags..... 0 70			Blacksmiths', discount 40 per cent.			Warnock's, dis. 70 per cent.			Leather, 1 in., per doz..... 3 87 1/2 4 00		
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges..... 0 99						P. S. & W. Extra 60 to 10 and 5 p. c.			" 1 1/4 in., "..... 5 15 5 20		
Best thick white card wads, in boxes of 500 each, 10 gauge..... 0 35									Web, per doz..... 1 87 2 45		
Best thick white card wads, in boxes of 500 each, 8 gauge..... 0 55											
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges..... 0 20											
Thin card wads, in boxes of 1,000 each, 10 gauge..... 0 25											
Thin card wads, in boxes of 1,000 each, 8 gauge..... 0 25											
Chemically prepared black edge grey cloth wads, in boxes of 250 each—11 and smaller gauge..... 0 60											
9 and 10 gauges..... 0 70											
7 and 8 gauges..... 0 90											
5 and 6 gauges..... 1 10											
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—11 and smaller gauge..... 1 15											
9 and 10 gauges..... 1 40											
7 and 8 gauges..... 1 65											
5 and 6 gauges..... 1 90											
Adzes.			Belting.			Clips.			HAMMERS.		
Discount, 20 per cent.			Extra, 50 and 10 per cent.			Axle dis. 85 per cent.			Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.		
Anvils.			Standard, 60 per cent.			Closets.			Tack.		
Per lb..... 10 0 12 1/2			No. 1 Agricultural, 60 and 10 p. c.			Plain Ontario Syphon Jet..... \$8 00			Magnetic, per doz..... 1 10 1 20		
Anvil and Vise combined..... 4 50			Bits.			Emb. Ontario Syphon Jet..... 8 50			Sledge..... 0 07 1/2 0 08 1/2		
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2			Auger.			Fittings..... 1 25			Ball Peen.		
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10			Gilmour's, 47 1/2 to 50 per cent.			Plain Teutonic Syphon Washout..... 4 75			per lb.... 0 22 0 25		
Augers.			Clark's, 40 per cent.			Emb. Teutonic Syphon Washout..... 5 25			HANDLES.		
Gilmour's, discount 50 and 10 p. c. off list.						Fittings..... 1 25			Axe, per doz., net..... 1 50 2 00		
Axes.						Plain Richelieu..... 3 75			Store door, per doz..... 1 00 1 50		
Chopping Axes—						Emb. Richelieu..... 4 00			Fork.		
Single bit, per doz..... 6 50 10 00						Fittings..... 1 25			C. & B., dis. 40 per cent. rev. list.		
Double bit, "..... 12 00 13 00						Closet connection..... 1 25			Hoe.		
Bench Axes, 40 p. c.						Basins, round, 14 in..... 0 60			C. & B., dis. 40 per cent. rev. list.		
Broad Axes, 33 1/3 per cent.						" oval, 17 x 14 in..... 1 50			Saw.		
Hunters' Axes..... 5 50 6 00						" 19 x 15 in..... 2 25			American, per doz..... 1 00 1 25		
Boy's Axes..... 5 75 6 75									Plane..... 3 15 3 75		
Splitting Axes..... 6 50 12 00									Hammer and Hatchet.		
Handled Axes..... 7 00 10 00									Canadian, 40 per cent.		
Axle Grease.									Cross-Cut Saws.		
Ordinary, per gross..... 5 75 6 00									Canadian, per pair..... 0 13 1/2		
Best quality..... 13 00 15 00									HANGERS.		
Bath Tubs.									doz. pairs.		
Z'no..... 6 00									Steel barn door..... 5 85 6 00		
Copper, discount 15 p. c. off revised list									Stearns, 4 inch..... 5 00		
Baths.									5 inch..... 6 50		
Standard Enamelled..... 30 0									Lane's covered—		
5 1/2-inch rolled rim, 1st quality..... 22 00									No. 11, 5-ft. run..... 8 40		
Anti-Friction Metal.									No. 11 1/2, 10-ft. run..... 10 80		
" Tandem" A..... 0 27									No. 12, 10-ft. run..... 12 60		
" B..... 0 21									No. 14, 15-ft. run..... 21 00		
" C..... 0 11 1/2									Lane's O.N.T. track, per foot..... 4 1/2		
Magnolia Anti-Friction Metal, per lb. 0 25									HARVEST TOOLS.		
SYRACUSE SMELTING WORKS.									Discount, 50 and 10 per cent.		
Aluminum, genuine..... 0 45									HATCHETS.		
Dynamo..... 0 29									Canadian, dis. 40 to 42 1/2 per cent.		
Special..... 0 25									HINGES.		
Aluminum, 99 p. c. pure "Syracuse"..... 0 50									Blind, Parker's, dis. 50 and 10 to 60 per cent.		
Bells.									Heavy T and strap, 4 in., per lb..... 0 08 1/2		
Hand.									" 5-in., "..... 0 08 1/2		
Brass, 60 per cent.									" 6-in., "..... 0 06		
Nickel, 55 per cent.									" 8-in., "..... 0 05 1/2		
									" 10-in., "..... 0 05 1/2		
									Light T and strap, dis. 60 and 5 per cent.		
									Screw hook and hinge—		
									6 to 12 in., per 100 lbs..... 4 50		
									14 in. up, per 100 lbs..... 3 50		
									Per gro. pair		
									Spring..... 12 00		
HORSE NAILS.											
"C" brand 50 p. c. dis. }											
"M" brand 50 p. c. }											
Acadian, 50 and 10 per cent.											

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE.



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery, Cotton
and Silk Mills,
Dynamoes, Marine
Engines, and all
kinds of
Machinery
Bearings.

Wire, Triangular and Bar Solder, Pig Tin, Lead, Ingot Copper, Ingot Brass, Antimony, Aluminum, Bismuth, Zinc Spelter, Phosphor Tin, Phosphor Bronze, Nickle, etc., always in stock.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

HORSESHOES.			NAIL PULLERS.			Copper.			SCREW DRIVERS.		
F.O.B. Montreal.			German and American.....			30 " 22 00			Sargent's, per doz.....		
No. 2 No. 1.			NAIL SETS			35 " 26 00			0 65 1 00		
Iron Shoes.			Square, round, and octagon,			40 " 30 00			SCREWS		
Light, medium, and heavy.			per gross.....			Discount off Copper Boilers 10 per cent.			Wood, F. H., iron, and steel, 80 p.		
Snow shoes.....			Diamond.....			RAKES.			Wood R. H., dis. 75 p.c.		
Steel Shoes.....			NETTING.			Cast steel and malleable Canadian list			F. H., brass, dis. 75 p.c.		
Light.....			Poultry, 50 per cent. for McMullen's.			50 and 10 p.c. revised list.			Wood, R. H., dis. 67 1/2 p.c.		
Featherweight (all sizes).....			OAKUM.			Wood, 25 per cent.			F. H., bronze, dis. 67 1/2 p.c.		
F.O.B. Toronto, Hamilton, London and			per 100 lb.			RASPS AND HORSE RASPS.			R. H., 62 1/2 p.c.		
Guelph, 10c. per keg additional.			Navy.....			New Nicholson horse rasp, discount 60 p.c.			Drive Screws, 80 percent.		
Toe weight steel shoes.....			U. S. Navy.....			Globe File Co.'s rasps, 60 and 10 to 70 p.c.			Bench, wood, per doz.....		
Discount, 45 and 5 per cent. off list, June			OIL.			Heller's Horse rasps, 50 to 50 and 5 p.c.			" iron, ".....		
1899.			Water White (U.S.).....			RAZORS.			SCYTHES.		
ICE PICKS.			Prime White (U.S.).....			Geo. Butler & Co.'s.....			Per doz, net.....		
Star per doz.....			Water White (Can.).....			Boker's.....			SCYTHE SNATHS.		
KETTLES.			Prime White (Can.).....			Wade & Butcher's.....			Canadian, dis. 45 p.c.		
Brass spun, 7 1/2 p.c. dis. off new list.			OILERS.			Elliot's.....			SHEARS		
Copper, per lb.....			McClary's Model galvan. oil			per doz.....			Bailey Cutlery Co., full nickled, dis. 60 p.c.		
American, 60 and 10 to 65 and 5 p.c.			can, with pump, 5 gal.,			Zinc and tin, dis. 50, 50 and 10.			Seymour's, dis. 50 and 10 p.c.		
KEYS.			per doz.....			Copper, per doz.....			SHOVELS AND SPADES.		
Lock, Can., dis., 45 p.c.			Malleable, dis. 25 per cent.			Brass.....			Canadian, dis. 40 and 5 per cent.		
Cabinet, trunk, and padlock,			GALVANIZED PAIRS.			Discount.....			SINKS.		
Am. per gross.....			Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.			REGISTERS.			Steel and galvanized, discount 45 per cent.		
KNOBS.			Flaring pairs, discount 45 per cent.			Discount, 50 and 10 per cent.			SNAPS.		
Door, japanned and N.P., per			Galvanized washtubs, discount 45 per cent.			RIVETS AND BURRS.			Lock, Andrew's.....		
doz.....			PIECED WARE.			Iron Rivets, discount 60 and 10 per cent.			SOLDERING IRONS.		
Bronze, Berlin, per doz.....			Discount 40 per cent. off list, June, 1899.			Iron Burrs, discount 55 per cent.			1, 1 1/2 lb., per lb.....		
Bronze Genuine, per doz.....			PICKS.			Black and Tinned Rivets, 60 p.c.			2 lb. or over, per lb.....		
Shutter, porcelain, F. & L.			Per doz.....			Extras on Iron Rivets in 1-lb. cartons, 1/2			SQUARES.		
screw, per gross.....			PICTURE NAILS.			per lb.			Iron, No 493, per doz.....		
White door knobs—per doz.			Porcelain head, per gross.....			Copper Rivets & Burrs, 35 and 5 p.c. dis.			" Mo. 494.....		
HAY KNIVES.			Brass head.....			and cartons, 1c. per lb. extra, net.			Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list.		
Discount, 50 and 10 per cent.			PICTURE WIRE.			Extras on Tinned or Coppered Rivets			Try and bevel, dis. 50 to 52 1/2 p.c.		
LAMP WICKS.			Tin and gilt, discount 75 p.c.			1/2-lb. cartons, 1c. per lb.			STAMPED WARE.		
Discount, 60 per cent.			PLANES.			Terms, 4 mos. or 3 per cent. cash 30 days.			Plain, dis. 75 and 12 1/2 p.c. off revised list.		
LANTERNS.			Wood, bench, Canadian dis. 50 per cent.			RIVET SETS.			Retinned, dis. 75 p.c. off revised list.		
Cold Blast, per doz.....			American dis. 50.			Canadian, dis. 35 37 1/2 per cent.			STAPLES.		
No. 3 "Wright's".....			Wood, fancy Canadian or American, 37 1/2			ROPE, ETC.			Galvanized.....		
Ordinary, with O. burner.....			to 40 per cent.			7-16 in. and larger, per lb. Sisal.			Plain.....		
Dashboard, cold blast.....			PLANE IRONS.			3/4 in. 8 1/2			Coopers', discount 45 per cent.		
No. 0.....			English, per doz.....			1/2 and 5-16 in. 12 1/2			Poultry netting staples, 40 per cent.		
Japanning, 50c. per doz. extra.			Button's Genuine per doz pairs, dis. 37 1/2			Cotton, 3-16 inch and larger			STOCKS AND DIES.		
LEMON SQUEEZERS.			40 p.c.			" 5-32 inch.....			American dis. 25 p.c.		
Porcelain lined.....			Button's Imitation, per doz.....			" 1/4 inch.....			STONE.		
Galvanized.....			German, per doz.....			Russia Deep Sea.....			Washita.....		
King, wood.....			PLUMBERS' BRASS GOODS.			Jute.....			Hindustan.....		
King, glass.....			Impression work, discount, 60 per cent.			Lath Yarn.....			slip.....		
All glass.....			Fuller's work, discount 65 per cent.			New Zealand Rope.....			Labrador.....		
LINES.			Rough stops and stop and waste cocks, dis-			RULES.			Turkey.....		
Fish, per gross.....			count, 60 per cent.			Boxwood, dis. 75 and 10 p.c.			Arkansas.....		
Chalk.....			Jenkins' disk globe and angle valves, dis-			Ivory, dis. 37 1/2 to 40 p.c.			Water-of-Ayr.....		
LOCKS.			count, 55 per cent.			SAD IRONS.			Scythe.....		
Canadian, dis. 45 p.c.			Standard valves, discount, 60 per per cent.			Mrs. Potts, No. 55, polished.....			Grind.....		
Russell & Erwin, per doz.....			Jenkins' radiator valves discount 55 per cent.			No. 50, nickle-plated.....			STOVE PIPES.		
Cabinet.....			standard, dis., 60 p.c.			SAND AND EMERY PAPER.			Nestable in crates of 25 lengths.		
MACHINE SCREWS.			Quick opening valves, discount, 60 p.c.			Dominion Flint Paper, 47 1/2 per cent.			6 inch Per 100 lengths.....		
Iron and Brass.			No. 1 compression bath cock.....			B & A. sand, 40 and 2 1/2 per cent.			7 inch.....		
Flat head, discount 25 p.c.			No. 4.....			Emery, 40 per cent.			ENAMELINE STOVE POLISH		
Round Head, discount 20 p.c.			No. 7, Fuller's.....			SAP SPOUTS.			No. 4—3 dozen in case, net cash.....		
MALLETS.			No. 4 1/2.....			Bronzed iron with hooks, per doz....			No. 6—3 dozen in case, ".....		
7 1/2 Smith's, per doz.....			POWDER.			9 50			TACKS BRADS, ETC.		
Carpenter's, hickory, per doz.....			Velox Smokeless Shotgun Powder.....			SAWS.			Strawberry box tacks, bulk.....		
Lignum Vitae, per doz.....			100 lb. or less.....			Hand, Disston's, dis. 12 1/2 p.c.			Cheese-box tacks, blued.....		
Caulking, each.....			1,000 lb. or more.....			S. & D., 40 per cent.			Trunk tacks, black and tinned.....		
MATTOCKS.			Net 31 days.			Crosscut, Disston's, per ft.....			Carpet tacks, blued.....		
Canadian, per doz.....			PRESSED SPIKES.			S. & D., dis. 35 p.c. on Nos. 2 and 3.			" " " (in kegs).....		
MEAT CUTTERS.			Discount, 25 per cent.			Hack, complete, each.....			Out tacks, blued, in dozens only.....		
American, dis. 25 to 30 p.c.			PULLEYS.			frame only.....			1/4 weights.....		
German, 15 per cent.			Hothouse, per doz.....			SASH WEIGHTS.			Swedes, cut tacks, blued and tinned—		
MILK CAN TRIMMINGS			Axle.....			Sectional, per 100 lbs.....			In bulk.....		
NAILS.			Screw.....			Solid.....			In dozens.....		
Quotations are:			Awning.....			SASH CORD.			Swedes, upholsterers', bulk.....		
2d. and 3d.....			PUMPS.			Per lb.....			" brush, blued & tinned, bulk.....		
3d.....			Canadian oilers.....			0 23 0 30			" gimpy, blued tinned and		
4 and 5d.....			Canadian pitcher.....			0 25 0 25			Zinc tacks.....		
6 and 7d.....			Saddlers, per doz.....			SAW SETS.			Leather carpet tacks.....		
8 and 9d.....			Conductors.....			"Lincoln," per doz.....			Copper tacks.....		
10 and 12 1/2.....			Tinners' solid, per set.....			6 50			Copper nails.....		
16 and 20 1/2.....			" hollow, per inch.....			SCALES					
20, 40, 50 and 60c. (base).....			RANGE BOILERS			B. S. & M. Scales, 45 p.c.					
Galvanizing 2c. per lb. net extra.			Galvanized, 30 gallons.....			Champion, 65 per cent.					
Steel Out Nails 10c. extra.			" 35 ".....			Fairbanks Standard, 35 p.c.					
Miscellaneous wire nails, dis. 70 per cent.			" 40 ".....			Dominion, 55 p.c.					
Coopers' nails, dis. 30 per cent.						Richelieu, 55 p.c.					
Flour barrel nails, dis. 25 per cent.						Chatillon Spring Balances, 10 p.c.					

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CHAIN

PITTSBURGH,
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OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Trunk nails, black	55 and 5
Trunk nails, blued	65 and 10
Clout nails, blued and tinned	65 and 5
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tafting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers	90 and 10
" " bulk	40

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.	
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TRANSOM LIFTERS.

Payson's per doz.	2 60
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TRAPS. (Steel.)

Game, Newhouse, dis. 2 1/2 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72 1/2, 75 p.c.	

TROWELS.		
Diaston's discount 10 per cent.		
German, per doz	4 75	6 00
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.....	0 27	
Wrapping, cotton, per lb.....	0 22	0 26
Wrapping, mottled, per pack.....	0 50	0 60
Wrapping cotton, 3-ply.....	0 20	0 26
4-p y.....	0 33	0 45
Mattress, per lb.....	0 27	0 35
Staging, ".....	0 30	0 55
Broom, ".....		

VICES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb.	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.	
Diamond, Famous, Premier, 50 and 10 p.c.	
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.	

WIRE.

Brass wire, 50 to 50 and 2 1/2 per cent. off the list.	
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.	
Smooth Steel Wire, base, \$2.80 per 100 lb. List of extras: Nos. 2 to 5, ad-	

vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17 1/2 per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 50 and 100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in 1/2-lb. hanks, 75c.—in 1/4-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.85—No. 9, \$3.10—No. 10, \$4.00—No. 11, \$4.05—No. 12, \$3.25—No. 13, \$3.35—No. 14, \$4.40—No. 15, \$4.90—No. 16, \$5.15.

Clothes Line Wire, 19 gauge, per 1,000 feet..... 3 30

WIRE FENCING.

	F.O.B.
Galvanized 4 barb, 2 1/4 and 5 inches apart.....	Toronto 3 10
Galvanized, 2 barb, 4 and 6 inches apart.....	3 10
Galvanized, plain twist.....	3 10
Galvanized barb, f.o.b. Cleveland, in less than carlots, and \$2.85 in carlots. Terms, 60 days or 2 per cent. in 10 days.	
Ross braid truss cable.....	4 50

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.....	1 50
Terms, 4 months, May 1: 3 p.c. off 30 days.	

WRENCHES.

Acme, 35 to 37½ per cent.		
Agricultural, 60 p.c.		
Coe's Genuine, dis. 20 to 25 p.c.		
Towers' Engineer, each.....	2 00	7 00
" S., per doz	5 80	6 00
G. & K's Pipe, per doz.....	...	3 40
Burrell's Pipe, each.....	...	3 00
Pocket, per doz.....	0 25	2 90

WRINGERS.

Leader.....per doz.	\$60 00
Royal Canadian.....	58 00
Royal American.....	50 00
Discount, 45 per cent.; terms 4 months, or p.c. 30 days.	

WROUGHT IRON WASHERS

Canadian make, discount. 40 and 5 per cent.	
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CORDAGE ..

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
Sisal Rope
Jute Rope
Russian Rope
Marline
Houseline
Hambroline
Clotheslines

Tarred Hemp Rope
White Hemp Rope
Bolt Rope
Hide Rope
Halyards
Deep Sealine
Ratline
Plow Lines

Lathyrn
Shingleyarn
Bale Rope
Lariat Rope
Hemp Packing
Italian Packing
Jute Packing
Drilling Cables and

Spunyarn
Pulp Cord
Lobster Marlin
Paper Cord
Cheese Cord
Hay Rope
Fish Cord
Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable. Orders will not be accepted for second quality or "mixed" goods.

CONSUMERS CORDAGE COMPANY, Limited

Western Ontario Representative—WM. B. STEWART

TEL. 94.

27 Front Street West, TORONTO.

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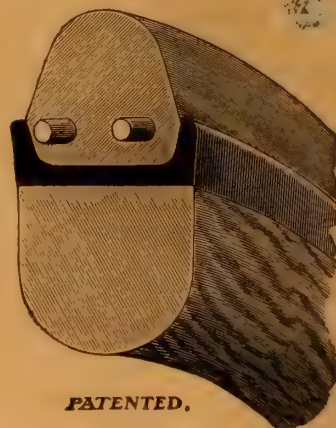
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NO. 52

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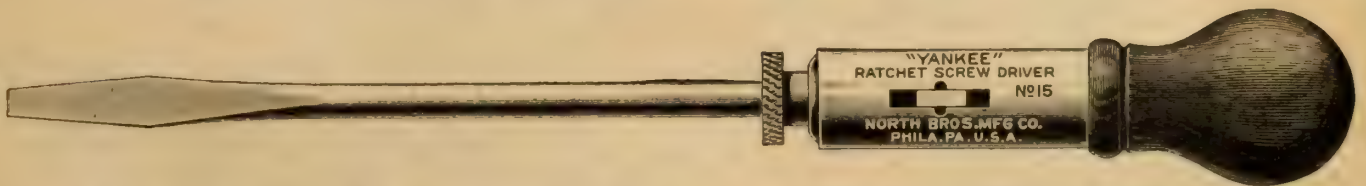
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No small parts to break,
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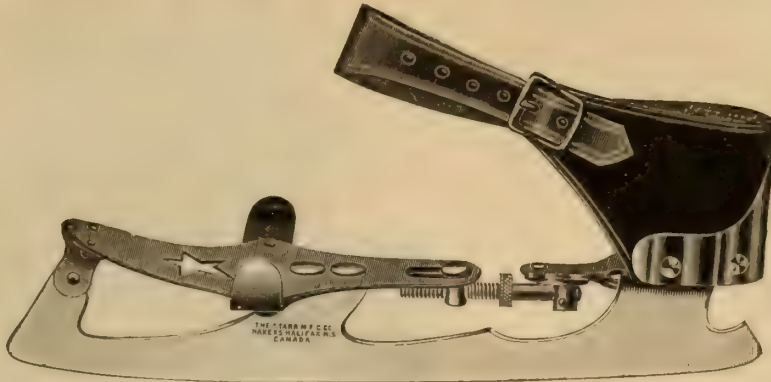
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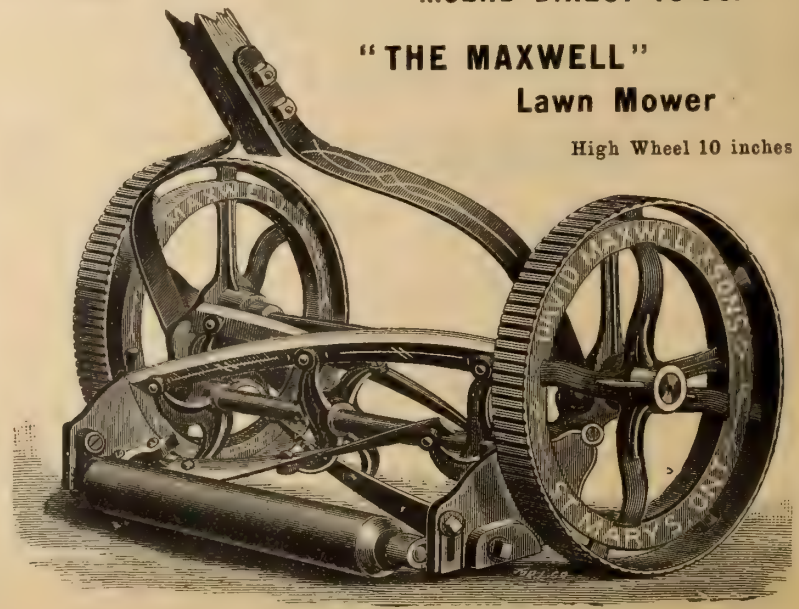
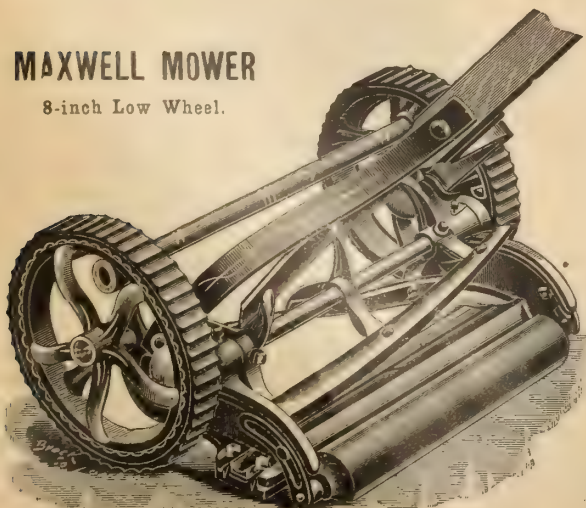
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Greasy Candles, Smelly Oil Lamps,
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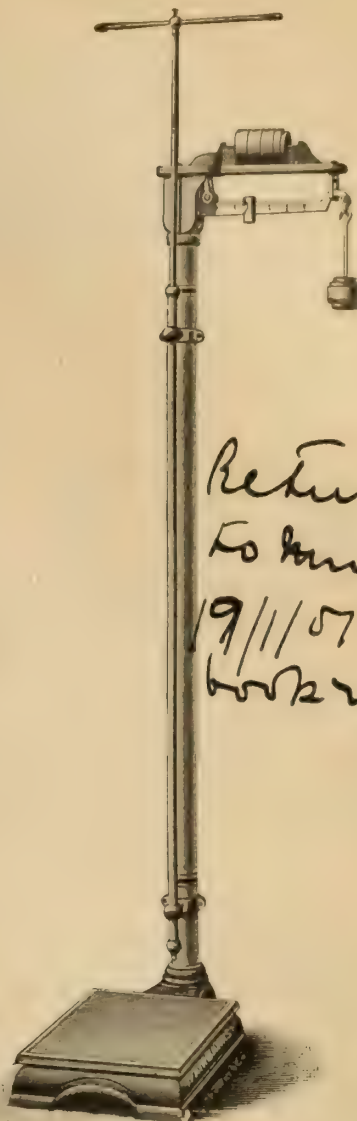
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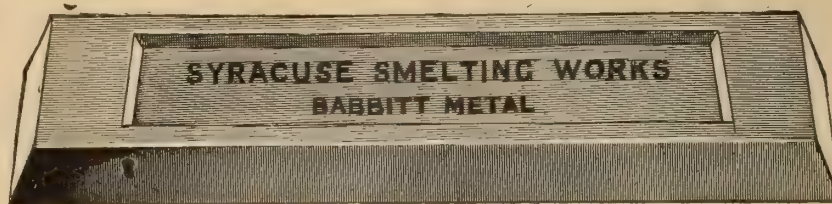
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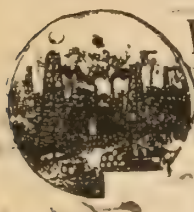


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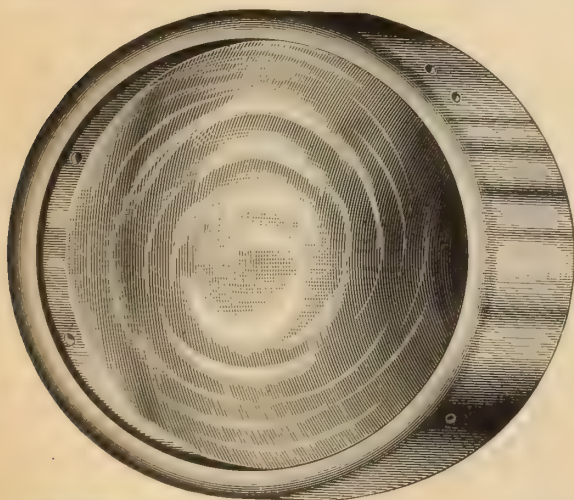
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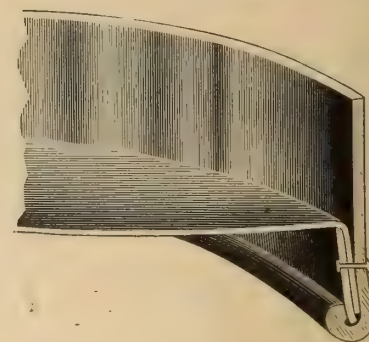
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Milk Can Bottoms



possess all the points which go to make perfection in Can Bottoms. They have been used by a criticizing public for two seasons, and their popularity is evidence of the satisfaction which they gave. The roll-rim has no sharp turns, which break the grain of the metal and lessen its wearing qualities. It has a broad wearing surface and will not damage floors. They do not cost more than inferior bottoms.

The Iron Clad Trimmings are made the same as the Broad Hoop, and differ from them only in having a narrower and thicker hoop, which does not require the roll-rim, and, therefore, can be sold cheaper.

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For durability and finish, our Trimmings are unequalled.

Kemp Manufacturing Co.,

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

A "SUGGESTION BOX" FOR THE STORE.

IN some of the large factories in the United States is kept a box into which the workmen are requested to place written suggestions regarding improvements in machinery, process of manufacture, or, in fact, anything appertaining to their employer's business. These boxes, which are under lock and key, are opened at stated periods, and for such suggestions as the management may deem worthy of adoption financial remuneration is given.

The idea is a good one. But why should it not be adopted in stores as well as in

workshops, and particularly in stores where two or more clerks are employed?

There is no business in existence, magnificent and all as its management may be, that is not possible of being further improved, in some branches at anyrate.

There is no such thing as perfection in storekeeping. The law of evolution makes it impossible. Again and again we are being reminded that what did fairly well yesterday is obsolete to-day. The world moves. So does business, and the merchant who does not recognize this will soon be out-distanced by those who do.

A "suggestion box" would help the business to move. It would, first of all, excite the interest of the employees. Then would follow the birth of ideas on, for example, such subjects as window dressing, advertising, bookkeeping, soliciting business, goods that should be pushed because of their profitableness and how they can best be pushed, improvement in method of delivering goods to customers.

The "suggestion box" should be open to everyone about the premises, no matter what his position may be. And the beginning of the New Year will be found an opportune time to inaugurate the scheme.

TRY AGAIN.

Because you cannot secure a certain man's trade by one method it by no means follows that you are designed never to get it.

It means, as likely as not, that some other method must be employed—some other line of strategy taken.

Gen. Buller, when attempting to relieve Ladysmith, only succeeded in his object

after he had employed numerous methods of strategy.

Business, like an army, is advanced by strategy. And, "if at first you don't succeed, try, try again."

A CALL TO BUSINESS MEN.

NOMINATIONS for the various municipal bodies take place throughout Ontario on Monday next. It is to be hoped that business men throughout the Province will make an effort to secure the nomination of men of business common-sense.

There is a decided need for such action on the part of business men.

The conduct of the affairs of a city, a town, a village or of a county demand the same qualities as are demanded for the management of a mercantile concern. But the trouble has been that in the past we have, as a rule, not applied to the management of our municipal institutions the principle that we apply to mercantile institutions.

Theoretically, nearly everyone for a long time has held firmly to the belief that men of practical-business experience were more near the ideal for carrying on municipal government, but very few have put into practice what they believed in theory to be right. If it were not so, how is it that the ward-heeler type of man so largely predominates in so many municipal councils, and particularly in our larger cities?

By their fruits ye shall know them. And we do not believe that anyone will deny that the deplorable condition of the municipal corporation of many places in Canada is largely due to the apathy of the men of business.

A DEAD WEIGHT BORNE BY MONTREAL RETAILERS.

THE one all-pervading motive that has actuated the organizers of the Retail Hardware and Paint Dealers' Association of the city and district of Montreal was denoted in a letter which the association, at their meeting last Wednesday evening, requested the secretary to write to the Tarred Paper Manufacturers' Association. It was decided to ask this association to allow a minimum rebate of $7\frac{1}{2}$ per cent. on all tarred paper sold to Montreal retailers, whether direct from the manufacturers or through the jobbers, and to allow these same retailers to get a 10 or 15 per cent. rebate on quantity. "We consider it is unfair that consumers can buy at the same figure as retailers thereby leaving no profit for us, for we are obliged to fill orders rather than lose an account," said the letter.

This request of the retailers brings forcibly home to the minds of the Canadian manufacturers and wholesalers the lamentable position they have left the Montreal retailers to occupy as disposers of Canadian manufactured goods. There are a number of lines of heavy domestic goods that allow the retailer hardly one per cent. profit. Till a month or two ago he sold both cut and wire nails at the same price as the wholesaler; on horseshoes and horseshoe nails he does not now pretend to make a cent; except to oblige his customers who sometimes want something that yields a profit he would sooner not handle screws or paper or bolts and nuts, or rivets and burrs. On sales worth taking account of in these lines the Montreal retailer does not make enough to pay for the paper they are wrapped in. He takes the trouble to buy these goods, runs the risk of a decline in the market, he gives them store-room, he keeps a clerk to sell them over the counter and to bestow a bland smile on the customer—but he does it all for naught. What a generous and public-spirited man the Montreal retailer is! How philanthropic! What consolation he must find in the thought that comes to him as he lays his head on his pillow after a hard day's work, "I have lost money to-day, but oh how thankful I should feel that I have been able to have my fellowmen to become

rich!" This is a curious state of affairs, but, ridiculous as it may be, it is nevertheless the position that the Montreal retailer finds himself in to day.

When told of the retailer's dilemma, the manufacturer asserts he is not to blame; the wholesaler follows suit in the self-same language. But is it not folly to hold the retailer to account for all his wretchedness? Surely he would help himself if he could. How is it that retailers outside of Montreal can make a living profit? There is no denying the fact that the charge the retail association lays at the wholesalers' doors, that they are in a large measure responsible, contains a great deal of truth. There are houses in Montreal that do not hesitate to sell retail. We do not mean to say that all the wholesale firms will give goods to consumers, but certain it is that there are warehouses in Montreal where a man without the credentials of a storekeeper can buy a razor, a lock, a penknife, half a keg of nails, a package of tacks—and at wholesale prices. This is the competition that the retailer is up against, and that has prevented a large measure of his profit.

The grievance belongs more particularly to the small hardware merchant, for the large retailers are on the manufacturers' preferential list and buy at the same rates as the wholesalers. Selling at the wholesalers' prices they make the wholesalers' profit. So the only retailers in Montreal who can sell these Canadian-manufactured goods at a fair price are those in the wholesale business. Such men as Mr. Martineau and Mr. Prud'homme confess to it, but they assert at the same time their helplessness to mend matters. It is saying much for the consideration they hold for their smaller confreres in the city that these large merchants have cooperated in the formation of the retail association which, as we noted above, has for its object the removal of this dead weight hanging on the small merchant's shoulders. They have little to gain for themselves, but the injustice shown their confreres is too apparent to escape their notice and to fail to arouse their indignation.

That the retailers have taken the proper means to secure their ends and that their

association will be efficacious is even now not without proof, for, recognizing the justice of their complaint, the wholesalers have already granted them a rebate of $7\frac{1}{2}$ c. a keg on nails on the face of the invoice. It is to be hoped that the manufacturers will restore the profit to the wholesalers that they have lost by this grant to the city retailers.

We also ask on behalf of the retailers that the manufacturers will give the requests which will be made to them in a few days an unprejudiced consideration.

At the meeting last Wednesday night it was decided to ask for rebates on cut and wire nails, horseshoe nails, screws, paper, bolts and nuts, white lead, putty, rivets and burrs and tacks. If, as they assert, the small merchants are making no profit on these articles, the manufacturers and wholesalers should see that a remedy is provided. The retailers are selling the goods for the manufacturers and the latter cannot hope to have drafts honored if they frown down attempts to secure a living remuneration.

A CASE IN POINT.

NUMEROUS instances of the value of tourist travel have been given in the columns of *HARDWARE AND METAL*. Another instance of this came within our observation a few days ago, and we hereby give it in the hope that it may further excite the business men in all parts of the country in this most important question.

As is well known, Muskoka is yearly growing in importance as a summer resort for tourists. Last year the Grand Trunk Railway carried about 30,000 tourists into that part of the country.

Many people who now every summer take up their residence there support princely houses, but it is safe to reckon that the amount of money spent during the summer would be at least \$15 per week by each tourist, or \$150,000 all told. As each tourist spends on an average eight weeks in Muskoka, this means a total for the season of at least \$1,200,000.

As the hotel accommodation in Muskoka is with few exceptions crude, it is obvious that that part of the country will become immensely more attractive to tourists when the desired accommodation is more ample than it is even now, and that is saying a great deal.

STOCK-TAKING AND ITS NECESSITY.

WITH the rush of the holiday season over most merchants are preparing to take stock.

At any time it is dangerous to neglect taking stock at least once a year, but in these days, when success in business is only attained by the employment of the very best methods, it is doubly necessary.

No man can properly carry on business who does not know just where he stands financially. He may manage to get along in a sort of way. But so may the mariner without finding his latitude and longitude. Both may "get along" for years without striking a rock, but there is no guarantee of such a thing.

He who through carelessness causes a fellow-being to lose his life is accounted, in the eyes of the law, a criminal. He who neglects to take stock is certainly guilty of great carelessness. And he certainly is not acting justly towards his creditors if he does not know himself the latitude and longitude of his business in a commercial sense.

So important is this question of stock-taking considered, that there are, in this country, men who are strongly of opinion that it should be made compulsory by legal enactment for every business man to make an inventory of his goods at least once a year.

But, aside altogether from the safety of the merchant himself and of his creditors, there is the further advantage of the utility of the inventory as a guide to future business.

Business is a series of experiments. Only by experiments can the merchant ascertain which are the better and the more profitable goods to handle; and it is only by the analysis of stock-taking that he can ascertain to a nicety the result of his experiments.

Every merchant carries over more or less goods from year to year. As a rule these goods are not worth what they were three months or 12 months ago. In exceptional cases the turn of the market may have made them so or even more so. But it is the rule and not the exception we are dealing with. And in making up his inventory the merchant must take into account the

depreciation in the value of such goods. If he does not, he is not taking a true inventory, and is deceiving himself as well as all concerned.

When a man with \$1,000 loses \$100 he does not claim to still possess the \$1,000. He readily recognizes that he has lost 10 per cent. of that amount.

When the merchant who is doing business on business principles is making an inventory of his goods he writes off what he deems to be a proper percentage of the value thereof. It may be that a year ago he wrote off 10 per cent. And it is quite



Mr. James S. N. Dougall.

possible that he may deem it necessary to repeat the operation. But business is business, and, though he knows it means a depreciation in his assets, he applies the pruning knife.

He does the same thing with his book debts, possibly marking as "doubtful" some that he last year accounted good. And something is likewise allowed for wear and tear of store fixtures and other business appurtenances.

ENTERING THE NEW YEAR.

It is well to leave behind with the Old Year old and obsolete business methods and to enter the New Year with new and more utilitarian ones.

TREASURER J. S. N. DOUGALL.

THE most responsible post on the executive of the Dominion Travellers' Association at the recent election was allotted to Mr. James S. N. Dougall, of McCaskill, Dougall & Co., the well-known varnish manufacturers of Montreal. He was elected treasurer by a substantial majority that was indicative of the general confidence placed in him by his confreres. For 25 years he has been an active member of the Association and for several years he has been a member of the Board, where he has gained that knowledge of the men and affairs of the Association that, in the eyes of his fellow-members, has fitted him to discharge the somewhat onerous duties of cashier.

Although, as age goes, Mr. Dougall is a comparatively young man, capable of entering with energy and zest upon any task he undertakes, he can boast of over 30 years' business experience. During the first 20 years he was connected with a large varnish importing house in Montreal, and for the latter 10 years he was a partner in the firm. Ten years ago, however, he associated himself with Mr. D. A. McCaskill and the firm's style became McCaskill, Dougall & Co. The business with which he is now connected boasts of having the best varnish manufactory in America, one that turns out products sold on their merits in American, continental and English as well as Canadian markets.

Although so highly successful in his own private business sphere, Mr. Dougall has in the past found time to show his public spirit; since 1887 he has been a member of the Montreal Board of Trade, while he has willingly connected himself with such movements as that initiated by the Business Men's League. Perhaps the position he has just accepted is the most important he has consented to occupy outside of his own business, and the Travellers' Association may congratulate itself upon inducing him to lend it his financial ability and experience. Both among the travellers and in the social community of Montreal he is held in high regard, and, being an old member of the M.A.A.A., he counts many friends among the frequenters of that association.

It is not the lack of opportunities that account for so many failures in life; it is the want of ability to grasp opportunities.

A HIGHLY SUCCESSFUL DINNER.

THE ninth annual dinner of the travelers and officers of The Canada Paint Company was held at the Place Viger Hotel on Thursday December 20. The representatives of the firm from all parts of the Dominion were present and covers were laid for 40. An excellent menu was provided by the management of the Place Viger and in all other respects as well the function was a pronounced success. Business cares were temporarily thrown aside, mirth and merriment were distinct features. The dinner committee, under Mr. Evans' chairmanship, had it down on the programme that all were to be jovial and in good spirits, and the implied instructions were carried out to the letter. The following were present: H. W. Aird, W. H. Allison, A. J. Ayres, W. G. Ayling, E. Barry, R. Bremner, J. G. Bradley, T. W. Casey, Ross Campbell, J. Cox, G. Crawford, C. Cobb, H. Clucas, E. H. Cooper, G. M. Day, J. T. Davis, A. Dowd, L. N. Dansereau, W. H. Evans, C. E. Felch, A. S. Gebbie, W. D. Hamilton, John Hyde, J. Kyle, C. Little, R. Munro, A. Munro, D. B. Miller, N. Macdonald, W. H. Newton, C. P. O'Connor, D. W. Parks, A. Russell, J. L. Spier, H. Stubbs, H. Storey, J. Thompson, R. A. Webster.

Shortly after 8 o'clock the gathering, with Mr. Munro, the managing director, occupying the chief position, sat down to this sumptuous menu:

MENU.

Hors d'Œuvres.
Oysters on the Half Shell.
Radi hes. Canape of Shrimps.
Soup.
Consomme d'Orleans. Mock Turtle a la Anglais.
Fish.
Poupiettes de Filet of Sole a la Colbert.
Pommes Normande.
Entrees.
Filet Mignons a la Jean Bart.
Chicken Brai a la Financiere.
Roast.
Saddle of Lamb, Currant Jelly. Turkey, Farci.
Vegetables.
Mashed Potatoes. Haricot Verts Saute.
Cauliflower au Gratin.
Punch—Kirsch Cardinal.
Game.
Roast Venison, Water Cress.
Salad.
Melange a la Waldorf.
Dessert.
Pouding Diplomatic, Sauce Anglaise.
Gelle de Fruit, a la Viennoise.
Ice Cream, Nesselrode.
Assorted Cakes. Cheese. Fruit.
Cafe Noir.

After all these courses had been disposed of, Mr. Munro proposed the toast to "The Queen," and it was drunk right heartily to the usual hymn and cheers.

Mr. Evans read the following greetings which had been exchanged during the day

between the Acme Lead and Color Co., of Detroit, Mich., and the Canada Paint Co.

John Hart, Esq.,

Acme Lead and Color Co., Detroit, Mich.:

DEAR SIR,—Please convey greetings from the Canada Paint Co.'s travelers, now in convention in Montreal, to the Acme Lead and Color Co.'s travelling staff, and best wishes for their good health and prosperity.

To the Canada Paint Co., Montreal, P.Q.:

Acme White Lead and Color Works salesmen, in convention, acknowledge receipt of your kindly greetings, and by unanimous vote send greetings to you and colleagues.

JOHN HART.

After letters of regret had been read from the invited who were unable to be present, Mr. H. W. Aird proposed the toast of "Our Visitors" in a neat little address that breathed a cordiality and a good-will which seemed to be highly appreciated by the guests. The responders were: Messrs. R. A. Webster, Leethead Paint and Drug Co., Duluth, Minn.; W. H. Storey, Canada Carriage Co.; W. Casey, Montreal Street Railway, and J. T. Davies, Heney Carriage Co., Montreal.

The toast, "The Canada Paint Company, Limited," proposed by Mr. John Hyde and responded to Mr. Munro, drew forth two well-delivered speeches from these gentlemen. They both contained reminiscences in connection with the history of the Canada Paint Company relative to its gloomy and bright days, but there was predominant that buoyant tone indicative of present prosperity. Mr. Munro's reply contained messages of good cheer to those present and encouraging and stimulating remarks to all the employes of the firm. Then, "the boss was asserted to be all right," in the way that men have of making known such opinions. "The Press" was proposed by Mr. E. Barry, and "The Ladies" by Mr. Newton and responded to by Mr. Ayling.

During the evening there was an abundance of music and recitation. Mr. C. Little dealt with "Carey's Social Club" in a pleasing manner, and Mr. Dansereau successfully handled "Big Ben." Mr. Evans gave a touching rendition of "A Happy Family." Mr. Casey sang "Dear Old London," and was followed by Mr. Allan Munro in a recitation entitled, "The Yarn of the Nancy Bell." Mr. Aird brought down the house with that "classical" song, "The Ghost of the Pea-nut Stand," and Mr. T. F. Day sang, "I Left My Love in England." Mr. Ayres made quite a hit in the song, "Walking in the Zoo," and Mr. Webster sprang "You shan't play in our backyard" upon the gathering. Mr. Clucas took his part with "Polly Perkins" and Mr. Kyle with "Auld Reeckie." Mr. Russell rendered a piano solo quite acceptably, while Mr. J. S. Macdonnell, of The

Gazette, graciously proved himself to be a talented musician.

During the proceedings, a presentation of a gold locket, suitably engraved, was made to Mr. D. W. Parks, varnish expert, who is leaving the employ of the firm to resume with Messrs. McLaughlin, the carriage-makers, of Oshawa. Another pleasing feature was the proposal of a toast to the health of "Robbie" Munro, who has accepted the position of manager of The British-Canadian Paint Co., Victoria, B.C., within the past year. Mr. Munro suitably replied.

The closing toast, "Happy to Meet, Sorry to Part, Happy to Meet Again," was proposed by Mr. H. W. Aird, and responded to by all standing and singing "Auld Lang Syne."

After dinner, some of the travellers who were leaving by the early morning train adjourned to the Balmoral, where they indulged in an innocent cake-walk. The chief prize, which consisted of 1 doz. St. Leon Water, was won by a portly salesman who hails from London, Ont.; he is reported to have assumed the character of "Alabama Sal."

MONTREAL RETAIL ASSOCIATION.

THE holiday trade kept quite a number of the members of the Montreal Retail Hardware and Paint Dealers' Association from attending the regular meeting on Wednesday evening, December 19, but the few that were present were enthusiastic, and some important business was transacted. President Martineau was in the chair.

After the reading of the minutes, the secretary was instructed to write to the Tarred Paper Manufacturers' Association to ask them to allow a rebate of at least 7½ per cent. to Montreal retailers on tarred paper, and to grant a 10 or 15 per cent. rebate on quantity. They will be requested to give jobbers the privilege of allowing this 7½ per cent. to Montreal retailers if they prefer buying through jobbers. "We consider that it is unfair that consumers can buy

**WIRE NAILS
TACKS
WIRE**

Prompt Shipment

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

at the same figures as retailers, thereby leaving no profit for us, as we are obliged to fill orders rather than lose an account," is the way the retailers look at the matter.

Mr. Milne proposed an important resolution to the effect that the association also ask for the increase of the cut and wire nail rebate to 10c. per keg, and that rebates of 5 per cent. on horseshoe nails, 7 1/2 per cent. on screws, 7 1/2 on paper and 10 per cent. on bolts and nuts be allowed on the face of the invoice. It was seconded by Mr. Mailhist and carried unanimously. This was a culmination of some discussion that occurred at the last meeting.

The secretary then read letters that he had received from wholesale and manufacturing firms in reply to notices of organization and requests for assistance; almost all the replies were couched in friendly words. Among the firms who replied were: Seybold, Sons & Co.; Canada Hardware Co.; Alex. McArthur & Co.; Boeckh Bros. & Company; Thos. Davidson Co., Limited; Caverhill, Learmont & Co.; L. H. Hebert; Canada Paint Co., Limited; Lewis Bros.; McClary Manufacturing Co. Mr. Prudhomme voiced the wishes of the meeting when he suggested that the wholesalers be invited to come to the meetings of the association to acquaint themselves with its objects and the means by which it intends to gain its ends. The next meeting is set down for the third Wednesday in January.

The matter of securing rebates was again taken up and it was resolved to ask the Dominion Paint Grinders' Association and the White Lead Association to allow a rebate of 5 per cent. on the established price up to five tons, one per cent. additional to firms taking more than five tons in a year and 2 per cent. additional to firms taking more than 10 tons. On putty, a 10c. per 100 lb. rebate to smaller dealers will be agitated for, with a graduated scale to larger dealers. It was considered only fair, too, that there should be a 7 1/2 per cent. rebate on rivets and burrs, so it will be asked for. Grocers are now buying cut tacks at the same rates as hardware merchants, so the latter suggest that they get a 7 1/2 per cent. rebate.

The next meeting promises to be very interesting when it is hoped that answers to these requests will have been received.

According to local census, the population of Sault Ste. Marie, Ont., has increased from 3,495 on April 30 to 6,118 on September 30. This includes only residents—not transients. This increase, which is due principally to the establishment of large mills, etc., by the Clergue companies, is likely to be followed by a continued remarkable growth.

Improvements in Paint

have come in the last generation—in the last decade—in the last year—just as they have come in so many other articles.

The world has progressed. We don't spin our own yarn or grind our own corn; we get better yarn and better flour and meal by improved methods.

Progressive painters don't make their own paint. They get better paint made by improved machinery, following improved formulæ.

THE SHERWIN-WILLIAMS PAINT (Prepared)

is better than hand-made paint—better than white lead and oil.

S.-W. P. has progressed. White lead and oil has stood still for years.

S.-W. P. has had no more interest in lead than in any other ingredient; it has been interested in good paint solely. Lead and oil has tied itself down to one theory of paint-making and one principal ingredient.

In every climate and in all parts of the world white lead is inferior in every respect to S.-W. P.

Don't you want to sell progressive paint?



THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.

CLEVELAND.
CHICAGO.

NEW YORK.
MONTREAL.

BOSTON.
TORONTO.

SAN FRANCISCO
KANSAS CITY.



ELKES ON THE IVER JOHNSON.

ANOTHER six day race has been run and won. Probably the race just completed in Madison Square Garden was the hardest of the several events of the kind which have been held. Of the fourteen teams entered—representatives of but three were on the track at the finish.

This fact will convey the story of the wearing effects of the event better than anything else.

Only those who have been eye-witnesses of struggles of this kind can imagine the terrible strain to which the riders are subjected.

Round and round the steeply-banked track they spin, hour after hour, each contestant compelled at all times to watch out for a steal on the part of his rivals.

Just as tired nature is on the point of absolute rebellion and the rider feels as if he simply must quit, some one of his rivals will shoot out on a desperate sprint for a lead, and the tired rider must take up the issue and ride hard to maintain his position until relieved by his team mate, when he will circle slowly round to his trainers and be cared for with the hope of being able to resume the grind again.

Only the hardest athletes can take part in races of this kind. Of the riders in the last

race, the work of one in particular was very noticeable, although all were entitled to great credit. This was Harry Elkes, of the winning team. Although slight of build and young in years, this rider rode the race throughout in a manner which entitled him to the position which he won.

Throughout the week, Elkes attracted the attention of the spectators by the apparently easy way in which he rode. His handle bars were of the double variety, that is, drop and level pattern. By using the level bar he was enabled to sit up in a comparatively easy position during the steady "plugging" periods, ready at an instant's warning to change to the drop or racing part of the bar. Other riders, less thoughtful, used a low drop bar grasping same in the middle while the pace was easy and taking the low grips when the sprinting was on. This was wearing and the effects of it showed on many of the riders during the week. Elkes used the same gear throughout the race. Elkes rides for the Iver Johnson people, who take pride in the winning of the event.

Tom Eck, the veteran trainer, now looking after Elkes, is quoted as making the statement that Elkes' position on the Iver Johnson wheel is the finest he has ever had.

S. Renaud, general merchant, St. Tite de Caps, Que., is offering 25c. on the dollar.

THEY MADE GOOD USE OF THEIR WINDOWS.

UNDER date of December 19, A. Sweet & Co., Winchester, Ont., write as follows :

Last week the people of Winchester gave a rousing reception to Private Mulloy, the blind soldier, and his chum Private Shea, who are both Winchester boys. We had a set of windows dressed for the occasion which attracted a good deal of attention, and, thinking the ideas might be of use to some of your readers, we enclose a description of them. They were quite simple and at the same time effective, and, best of all, sold us some goods.

Window No. 1.—The background was of red, on which a lot of small flags were artistically arranged. In centre of background a group of portraits of Lord Salisbury, Lord Roberts, Lord Kitchener and Sir Charles Beresford, and at either side toy rifles about two feet long with fixed bayonets stacked as they would be in camp. On the bottom, a layer of sand and about 100 toy soldiers drawn up in companies with mounted officers ; six toy cannons on carriages grouped in front and a man standing behind each of them ready to fire ; cartridges piled on the ground ; and a little to one side of the centre a clockwork figure of a man standing about 18 inches high, with a rifle in his hand and a card at his feet on which was printed : "War declared against all high prices."

Window No. 2.—The background was of white, decorated with flags, and had a portrait of Lord Kitchener in the centre, the window being dressed with patriotic china cups, saucers, plates, plaques, etc., arranged on hangers up the sides and on easels in the bottom. On a pedestal in the centre was a large pot of red paint with a brush in it and a label "To paint the map of Africa."

Window No. 3.—The background was of khaki with red, white and blue decorations and window dressed with ties suspended on wires and in the centre of window a raised mound with portrait of Gen. Roberts standing on top. The portrait was suspended with very fine wires, so it appeared to be standing without any support, and lying at his feet a printed card "In ties we set the kopje for other stores."

Window No. 4.—The background was of lace curtains. A life-sized female figure was in the centre, dressed with heavy walking skirt and persian lamb jacket and cap. At either side a bust form with fur jackets scattered over the bottom ; fur caperines, collars, boas and gauntlets. Red, white and blue decorations. On an easel, a little to the right of the central figure, was a portrait of Queen Victoria, and to the left of

the central figure a clockwork window device with four laughing girls their heads all moving and the words, "Johnny Canuck Got Home." Then, in each window, suspended from the top, was a printed card, 20 x 24 inches, "Welcome Mulloy and Shea," with border of maple leaves cut from tissue paper and pasted on the card.

Price tickets on all the goods made lots of sales.

AN ARTISTE'S DILEMMA.

Tremendous excitement was caused in Montreal a few nights ago at the foot of St. Denis street by a horse attached to a sleigh coming to grief in crossing the street car tracks. An elderly person, dressed half as man and half as woman, and of ghastly white lead complexion, jumped from the closed sleigh and seized the horse's head. He was grabbed by the driver and arrested by a policeman on the reasonable suspicion of being a lunatic.

He turned out to be a well-known comedian from one of the theatres who had been engaged by the committee in charge

of the recent dinner given by The Canada Paint Company at the Place Viger Hotel, Montreal, to give a few character sketches "between the acts." To save time, the comedian was doing a "quick change" in the sleigh, and, when half done, the accident occurred. "Cabby" had thus not recognized the theatrical party as the "young lady" who got in as the "old gentleman," who had rushed out when the horse fell.

PERSONAL MENTION.

Mr. J. H. Douglas, hardware appraiser, Montreal, has been granted six months' leave of absence on account of ill-health.

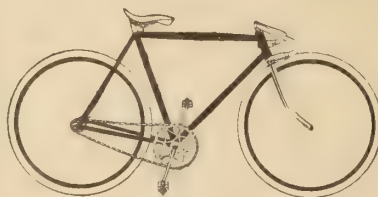
Mr. John E. Smith, who has conducted a hardware business in St. Thomas, Ont., for some time, was presented with a purse of \$150 previous to his leaving that place.

Mr. William Leslie, the Canadian Hardware Co.'s Ontario traveller, left last week on a business trip to the principal manufacturing centres in New York and Pennsylvania.

It is reported that Mr. G. R. Vanzant, formerly hardware dealer, Markham, Ont., has been recommended by Sheriff Mowat, of Toronto, to the Ontario Government for the position of governor of Toronto gaol, and that he will likely get the appointment.

Iver Johnson Fire=Arms

—AND—



Bicycles

are Profitable Hardware.

Iver Johnson's goods are recognized as Standard. The Iver Johnson revolver is noted for its absolute safety. The Iver Johnson bicycle is noted for its honest construction.

Write us for Prices.

Iver Johnson's Arms & Cycle Works,

Branches—New York—99 Chambers St.
Boston—165 Washington St.
Worcester—361 Main St.

FITCHBURG, Mass.

MATTRESS AND BROOM WIRE

HIGH GRADE,
DOUBLE
TINNED

Uniform Size and Temper Guaranteed.

Fine Annealed Brush and Market Wire,

TINNED WIRE OF ALL KINDS.

SAMPLES AND QUOTATIONS SENT ON APPLICATION.

The Peerless Wire Co., - Hamilton

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE



SPRING SKATES. LIST per pair.

No. 5—Ordinary Quality.....	\$.80
7—Best Quality	1.50
10— " " Plated	1.90
12— " " " Concaved Blades	2.80

All sizes to 12½ inches.

LADIES' SKATES.

No. 415—Ordinary Quality, Plated	\$1.40
1422—Best Quality, Plated	2.30
1424— " " " Con. Runners	2.70
447—Extra " " Light Runners	3.50

All sizes, 8½ to 10½ inches.

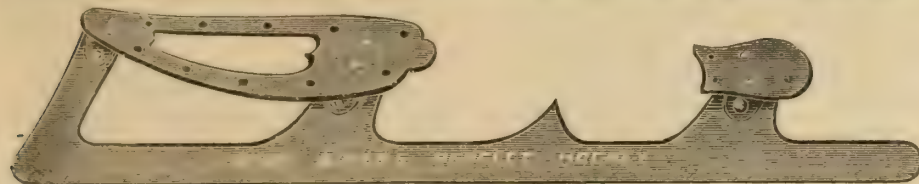
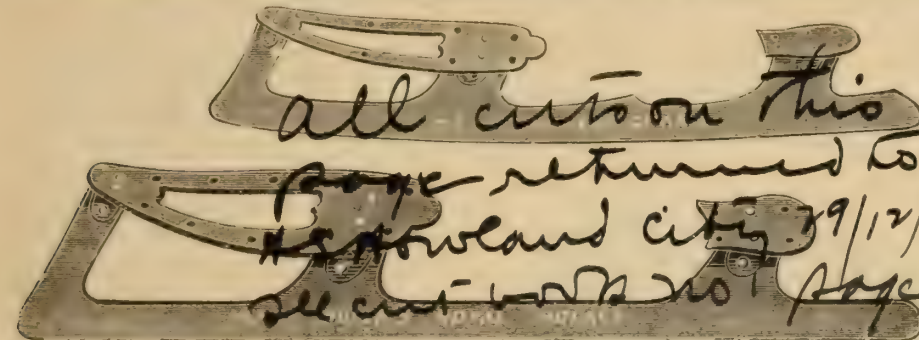
HOCKEY SKATES.

No. 519½—Ordinary Quality, all sizes, 7 to 12 in.....	\$.60
1531—Best Quality, all sizes, 8 to 12 in.	1.60

No. 631—Best Quality, all sizes, 9 to 12 in..	\$1.80
632— " " " Plated, all sizes, 9 to 12 in	2.50

No. 634—Best Quality, Plated, all sizes, 9 to 11½ in., Concave Blades..	\$2.90
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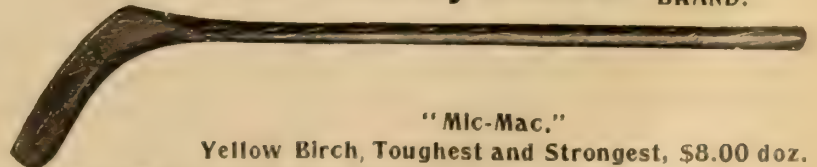
No. 3697—Best Quality, Plated, all sizes, 10 to 12 in.	\$4.00
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Also the following lines of
Genuine "Starr" Halifax Skates.

		List per pair.
No. 90—"ACME" Spring, all sizes, 7 to 11 in....	\$.80	
25— " " " 8 to 12 in....	1.80	
7— " " " 9 to 11½ in....	3.00	
20—Hockey, all sizes	1.60	
20 PS— " " " 9 to 11½ in....	1.80	
25 PS— " " " 9 to 12 in....	2.40	

"Mic-Mac" Hockey Sticks. 1900 BRAND.



"Mic-Mac."

Yellow Birch, Toughest and Strongest, \$8.00 doz.

Our stock this season has been carefully selected, and the "Mic-Mac" is the
BEST STICK on the market.

The above are List Prices and subject to Liberal Trade Discount.

H. S. HOWLAND, SONS & CO., Toronto.

PROMPT
SHIPMENTS

Graham Wire and Cut Nails are the Best.

OUR PRICES
ARE RIGHT.

THEIR FOURTH ANNUAL DINNER.

Words by H. J. Chalmers. Sung by E. J. Cartledge.

(Air—"On the Banks of the Wabash.")

On a street outside the city stands a factory
Where Enamelled and Tinware is made each day;
And the men who do the work are ne'er refractory
For they're sure on Friday night to get their pay.

But every year they hold a "kickers' meeting"
Where the travellers and the foremen shout and swear,

But there's one thing where there is no kick a-coming,
And that is in regard to "Crescent" ware.

(Chorus)—
Oh, it's many years since first the factory started,
And we hope for many more it will be there;
And although there's other goods upon the market,
We won the "Golden Medal" at the "Fair."
(Paris.)

In the basement of a house that stands on Guy street,

Stands a woman with a Teapot in her hand,
You can tell from her sweet smile that she admires it

As she gazes on the maker's name and brand.
Just then the bell rang, and she quickly hurried
To put the Teapot down and 'tend the door,
But in her haste she slipped and got quite flurried
And let the Teapot fall upon the floor.

Oh, the missus heard the crash down in the kitchen,

And she madly made a rush way down the stair,
Through the doorway she could see the Teapot lying

Unbroken—for it was made of "Crescent" ware.

HER MAJESTY'S CAFE (Montreal's latest innovation), was the festive scene of the fourth annual dinner of the travellers and foremen of The Thos. Davidson Manufacturing Co., Limited, on the evening of December 21. The cafe is a perfect gem of the decorators' art, and, combined with a "cuisine" of the highest standard, was in every respect conducive to the full enjoyment of the evening, and tended to bring forth the eulogistic and vocal talents of the 60 guests present.

After drinking the Queen's toast, with all true Canadian enthusiasm, the chairman, Jas. Davidson, rose to propose the toast of "Our Guests," and in the course of his remarks dwelt upon the business of the closing year of the century as befitting to the most marvellous century the world had ever seen, also that it afforded him great pleasure in meeting the employes as guests annually, and he felt the kindly feelings engendered thereby were far-reaching in their good effect.

Taylor Webb, Western Ontario, responded and illustrating his points with "Anecdotes of the Road" called forth hearty laughter, and his reference to the Paris award of the gold medal was fully appreciated.

R. B. Pay, Northern Ontario, in toasting Canada ably reviewed the past efforts of our country and dwelling with emphasis upon the

future of New Ontario, Cape Breton, and our vast Northwest, he felt that Canada held for its young men many opportunities, the grasping of which would be characteristic of Canadians.

Corporal R. Gunn, a returned South-African hero (in khaki) ably responded, and, at the request of the chairman, delighted the audience with a short account of his march from Cape Town to Pretoria. His description of the foraging expeditions were laughable, and proved to his hearers that the "fight" for "grub" was sometimes as vital as that of the actual warfare itself. Corporal Gunn tips the team somewhere past six feet and describing the fording of the Modder, where the big men had to carry their smaller companions, he explained that when he got near the centre he slipped into a hole sending the two he had in hand clean under. The ducking in this case was the smallest objection but the wetting of the



few matches in their helmets was an unpardonable offence.

After the surrender of Cronje, in the Boers' laager, four Canadians (Gunn being one of them), came across some flour, and one was despatched for fry pan, another for butter or grease, and another for salt. The one sent for butter stumbled across what he considered prime lard, and it was only after several pancakes had been disposed of, that a Kaffir happened along and threw "light" on their find by declaring it "Boer soap." Another instance that caused considerable merriment was where a soldier to the hospital was prescribed a pill known in the hospital corps as 9, but the surgeon, upon being informed that they were completely out of No. 9, said "Give him a 5 and 4." Corporal Gunn closed his very interesting speech by singing "The Gallant Twenty-four," which was greeted with hearty applause.

The hit of the evening was the 20th century skit, composed by H. J. Chalmers,

and sung by C. J. Cartledge, in a rich tenor voice, while the catchy words of the chorus were quickly taken up by the assemblage and repeated with enthusiasm.

Dr. Haldimand, of The Thos. Davidson Manufacturing Co. Benefit Society, delighted his hearers in his rendering, in a sweet tenor, the popular song, "By Your Side," and J. A. Millan convulsed them with his side-splitting, brain-confusing comic song, "To-morrow."

E. Goodwill's toast, "Foreign Representatives (absent but not forgotten)," was couched in terms of friendliness and unity, and dwelt upon the fact that not only was the trade from the Atlantic to the Pacific being attended to, but the year had seen the firm come in touch with England, India, South Africa, Australia and New Zealand, with great promises for future developments.

J. C. Davidson was happy in his remarks about the foremen's unbroken ranks, and hoped it would continue so for many years to come. He laughingly informed Corpl. Gunn that if the tins in which the army rations were packed had been used for match-holders, instead of helmets, they would have proved perfectly watertight in fording the drifts.

The invitation and menu cards were the work of the firm's lithograph department. The accompanying cut of the latter shows its design, but fails altogether in conveying the effect created by the rich blending of color and the imitation of wood of the outer frame, which called forth the admiration of all who have seen it, and causes one to marvel at the high standard of excellence to which this branch of the lithographed tinware industry has been developed.

Many other important toasts were duly honored, amongst which a vote of thanks expressed in kindly terms by the president, James Davidson, to J. Williams for his indefatigable efforts in bringing to a pleasant conclusion one of the most successful gatherings in the history of The Thos. Davidson Mfg. Co.

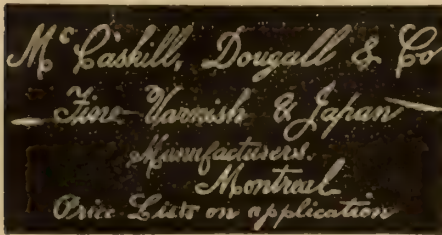
SCOTT MCKERROW.

Mail advices from Dawson report that Customs returns for the summer season, May 16 to October 31, 1900, show the imports of machinery and merchandise into the Canadian Yukon district to have exceeded 30,000 tons, of which over 65 per cent, entered from Canadian ports. The gold export records show that \$14,255,500 was entered as having been taken out of the country during that period. Officials allow a margin of \$3,000,000 taken out which was not entered, and place the Yukon gold output for 1900 at \$18,000,000.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
13 St. John Street, Montreal.

Representing British and American Manufacturers. Correspondence invited from firms wishing to be represented in Canada.



HIGH-GRADE

AXES.

New Styles, Ground Thin and Highly Polished.

ORDERS PROMPTLY FILLED.

Dundas Axe Works

DUNDAS, ONTARIO.

EXTENDED INSURANCE.

One of the many liberal features embodied in the
UNCONDITIONAL ACCUMULATIVE POLICY
issued by the

**Confederation
Life Association.**

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

"PLYMOUTH" DEALERS

secure the cream of the trade because

"Plymouth" Twine

is made on honor.

"Plymouth" Twine

is sold on honor, and settled for honorably because it fills the bill.

"Plymouth" displays exclusive points of solid merit, which force it to the front and keep it there.



Quality Tells. Quality Sells.

Plymouth Binder Twine Agency, McKinnon, Bldg. Melinda St., Toronto, Can.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, December 28, 1900.

HARDWARE.

SORTING orders make up a fair volume of business this week. The early part of the week saw quite a rush of express shipments to complete the holiday trade, but now there is little doing in the lines that had been selling for some weeks previous to Christmas. The December trade seems to have been quite up to last year's business. Attention is now being turned to spring deliveries and to the probable outcome of the various meetings of manufacturers to be held next week. Some of the travellers have returned to the road this week but the bulk of their business seems to consist of taking orders for spring delivery. Wire is slow and nails are not moving very actively. Horseshoes are in fairly good inquiry and shelf goods are receiving some attention. The tone of the market seems to be just about steady at present values.

BARB WIRE—For immediate shipment there is practically no demand, but some

orders for future delivery are being booked. Values are steady at \$3.20 f.o.b. Montreal in less than carlots.

GALVANIZED WIRE—The same remarks apply to galvanized wire. We quote: No. 5, \$4.25; Nos. 6, 7 and 8 gauge \$3.75; No. 9, \$3.00; No. 10, \$3.75; No. 11, \$3.85; No. 12, \$3.15; No. 13, \$3.25; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.00.

SMOOTH STEEL WIRE—Oiled and annealed wire are being thought of only for spring delivery. A little hay-baling wire continues to be called for. The price is \$2.80 per 100 lb.

FINE STEEL WIRE—This line is featureless, with the discount remaining at 17½ per cent. off the list.

BRASS AND COPPER WIRE—Some occasional orders are coming to hand. Discounts are still 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—This article is also without feature. We quote: \$3.25 for bright, and \$3.75 for galvanized, per keg of 100 lb.

WIRE NAILS—The feeling in wire nails seems to be about steady. There is little business doing just now. We quote: \$2.85 for small lots and \$2.75 for carlots, f. o. b. Montreal, Toronto, Hamilton, London, Gananoque, and St. John, N.B.

CUT NAILS—No one seems desirous of dealing in cut nails this week. The feeling is steady. We quote as follows: \$2.35 for small and \$2.25 for carlots; flour barrel nails, 25 per cent. discount; coopers' nails, 30 per cent. discount.

HORSE NAILS—This is one of the lines most called for. The discounts are 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

HORSESHOES—A good trade continues to be done and stocks are light. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.50; No. 1 and smaller, \$3.75; snow shoes, No. 2 and larger, \$3.75; No. 1 and smaller, \$4.00; X L steel shoes, all sizes, 1 to 5, No. 2 and larger, \$3.60; No. 1 and smaller, \$3.85; feather-weight, all sizes, \$4.85; toe weight steel shoes, all sizes, \$5.95 f.o.b.

We wish all our patrons a

VERY PROSPEROUS 1901

WE WILL LOSE NO TIME

in filling any orders which you may favor us with, as, in the past few months, we have increased our facilities as follows:

By 10,000 Square Feet more of factory space

Two extra large new boilers

A complete re-arrangement of entire plant

which now enables us to turn out our wares **Quicker, Better and More Cheaply** than any other factory in Canada.

THE McCLARY MFG. CO.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

VANCOUVER.

If it pays to employ good men and to use good tools, it pays to give them good stock; Apollo galvanized iron.

American Sheet Steel Company, New York.

Representatives for Canada
B. & S. H. Thompson & Company
20 St. Sulpice Street
Montreal

Drain Pipes Portland Cements Fire Bricks

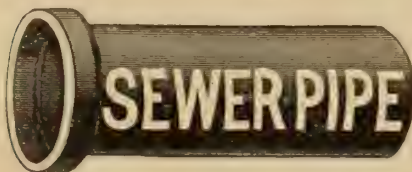
Contractors' and
Founders' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

Montreal; f.o.b. Hamilton, London and Guelph, 10c. extra.

SCREWS—A few sorting orders create a moderate demand for screws this week. Discounts are unchanged and are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 ½ per cent.

BOLTS—Trade has fallen off somewhat, although tire bolts are still in moderate inquiry. Discounts are: Carriage bolts, 65 per cent.; machine bolts, 65 per cent.; coach screws, 75 per cent.; sleigh shoe bolts, 75 per cent.; bolt ends, 65 per cent.; plough bolts, 50 per cent.; square nuts, 4 ½ c. per lb. off list; hexagon nuts, 4 ¾ c. per lb. off list; tire bolts, 67 ½ per cent.; stove bolts, 67 ½ per cent.

COTTERPINS—The volume of business is not large. We quote: 55 per cent. off English list, or, according to American list, ¼-in. and under, 80 and 20 per cent., 5 16 in., 80 and 10 per cent., and ¾-in., 70 and 10 per cent. off.

RIVETS—There is no change to note. The discount on best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 60 and 10 per cent.; swedes iron burrs are quoted at 55 per cent. off; copper rivets, 35 and 5 per cent. off; and coppered iron rivets and burrs, in 5-lb. carton boxes, are quoted at 60 and 10 per cent. off list.

CORDAGE—There is very little business being done. Manila is worth 12 ½ c. per lb. for 7 16 and larger; sisal is quoted at 8 ½ c. per lb. for 7-16 and larger. Lath-yarn is worth 8c. per lb.

SPADES AND SHOVELS—A few orders are being booked for spring delivery. Otherwise, there is little doing. The discounts are 40 and 5 per cent.

TACKS—A small trade is passing at unchanged figures. We quote: Carpet tacks, in dozens and bulk, blued, 80 and 5 per cent. discount; tinned, 80 and 10 per cent.; cut tacks, blued, in dozens, 75 and 15 per cent. discount.

FIREBRICKS—Trade shows no change, and business is decidedly flat. The prices range from \$18 50 to \$26, as to brand.

CEMENT—There is practically nothing doing in cement at the moment. We quote: German, \$2.50 to \$2.65; English, \$2.40 to \$2.50; Belgian, \$1 90 to \$2.15 per bbl.

METALS

The market is steady to strong this week, with but little business doing for present delivery. Iron is strong, lead is steady and tin is gaining in strength.

PIG IRON—The feeling in pig iron is steady, with Summerlee worth \$24 to \$25, and Canadian pig \$19 to \$20.

BAR IRON—The demand continues to be

SHEETS AND PLATES

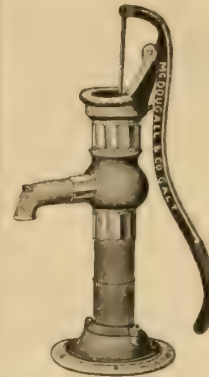
ALL QUALITIES AND SIZES.

SANDERSON'S TOOL STEEL

The Oldest and Most Reliable.
Self-Hardening Steel a Specialty.

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

Hamilton, Ont.

We have in stock

PIG TIN
INGOT COPPER
LAKE COPPER
PIG LEAD
SPELTER
ANTIMONY

WRITE FOR QUOTATIONS.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Are the Varnishes, Japans, Enamels, Stains, etc., you are handling giving you and your customers entire satisfaction?

If not, you cannot afford to experiment any more. Every bad tin makes a bad customer: every good tin makes a good wearing customer.

MAPLE LEAF BRAND

Liquid Coach Enamels, Maple Leaf Brand Varnish Stain, Elastilite Varnish, and all our sundry lines for the Hardware Store have made and are making every day good wearing customers for us.

They will do the same for you. The cheapest, because the best. Write for catalogue and prices.

Manufactured only by

The Imperial Varnish & Color Co.
LIMITED
TORONTO, ONT., CANADA.

JOHN BOWMAN HARDWARE & COAL CO.,

....London, Ont.

We have received large consignments of

Window Glass

Both Single and Double

via the following steamers, viz.:

CEBRIANA,
FITZCLARENCE, DALTONHEAD,
CAMBRIAN KING, SYLVANIA,

and from our large and complete stock can fill all orders promptly.

of a brisk nature at \$1.65 to \$1.70 per 100 lb.

BLACK SHEETS—Business is rather slow at present. The base price is \$2.85 for 8 to 16 gauge.

GALVANIZED IRON—Some inquiry is still noticeable. We quote: No. 28 Queen's Head, \$4.75 to \$5, and Comet, No. 28, \$4.40 to \$4.65.

INGOT COPPER—There is a fair demand for ingot copper this week, although sheets are not in brisk request. The ruling price is 17½c.

INGOT TIN—The foreign markets are gaining in strength this week. Lamb and Flag is worth 34c.

LEAD—The feeling is steady at \$4.65.

LEAD PIPE—There is still a good inquiry. We quote 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—Iron pipe is steady, but galvanized is reported to be none too strong. We quote as follows: Black pipe, ¼, \$2.80 per 100 ft.; ⅜, \$2.80; ½, \$2.85; ¾, \$3.05; 1-in., \$4.35; 1¼, \$5.95; 1½, \$7.10; 2-in., \$9.50. Galvanized, ¼, \$4.90; ¾, \$5.40; 1-in., \$7.35; 1¼, \$9.75; 1½, \$11.70; 2-in., \$15.75.

TIN PLATES—Coke plates are moving rather freely. We quote: Coke, \$4.50; charcoal, \$4.75.

CANADA PLATE—There is no change to

note. We quote: 52's, \$2.90; 60's, \$3; 75's, \$3.10; full polished, \$3.75, and galvanized, \$4.60.

TOOL STEEL—We quote: Black Diamond, 8c.; Jessop's 13c.

STEEL—A fair trade is doing. We quote: Sleighshoe, \$1.85; tire, \$1.95; spring, \$2.75; machinery, \$2.75, and toe calk, \$2.50.

TERNE PLATES—There is no change to note, the price remaining at \$8.25.

SWEDISH IRON—The market is steady at \$4.25.

COIL CHAIN—A fair trade is passing in coil chain, but it will be much better in two or three weeks. We quote as follows: No. 6, 11½c.; No. 5, 10c.; No. 4, 9½c.; No. 3, 9c.; ¼-inch, 7½c. per lb.; 5-16, \$4.60; 5-16 exact, \$5.10; ¾, \$4.20; 7-16, \$4.00; ½, \$3.75; 9-16, \$3.65; ⅝, \$3.35; ¾, \$3.25; ⅞, \$3.20; 1-in., \$3.15.

SHEET ZINC—Values are steady at 6 to 6¼c.

ANTIMONY—Unchanged, at 10c.

GLASS.

The feeling is steady to firm but the demand is not great. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

A fair trade has been done this week, although orders were very scarce during the first few days. The feeling in linseed oil is a little stronger. We quote:

WHITE LEAD—Best brands, Government standard, \$6.50; No. 1, \$6.12½; No. 2, \$5.75; No. 3, \$5.37½, and No. 4, \$5, all f.o.b. Montreal. Terms, 3 per cent. cash or four months.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Casks, \$5.50; in kegs, \$5.75.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in barrels, \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 80c.; boiled, 83c., in 5 to 9 bbls., 1c. less, 10 to 20 bbl. lots, open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gal. advance and freight allowed.

TURPENTINE—Single bbls., 62c.; 2 to 4 bbls., 61c.; 5 bbls. and over, open terms, the same terms as linseed oil.

MIXED PAINTS—\$1.20 to \$1.40 per gal.
CASTOR OIL—8¼ to 9¼c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 49c.

COD OIL—32½ to 35c.

NAVAL STORES — We quote: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, ½ to 6½c., and cotton oakum, 10 to 11c.

SCRAP METALS.

Trade is rather quiet this week, the demand showing some falling off. Dealers are paying the following prices in the country: Heavy copper and wire, 13 to 13½c. per lb.; light copper, 12c.; heavy brass, 12c.; heavy yellow, 8½ to 9c.; light brass, 6½ to 7c.; lead, 2¼ to 3c. per lb.; zinc, 2¼ to 2½c.; iron, No. 1 wrought, \$13 to \$14 per gross ton; No. 1 cast, \$13 to \$14; stove plate, \$8 to \$9; light iron, No. 2, \$4 a ton; malleable and steel, \$4.

PETROLEUM.

A good trade continues to be done. We quote as follows: "Silver Star," 15 to 16c.; "Imperial Acme," 16½ to 17½c.; "S. C. Acme," 18 to 19c., and "Pratt's Astral," 19 to 20c.

HIDES.

Buying has not yet become active at the decline. We quote as follows: Light hides, 8½c. for No. 1; 7½c. for No. 2, and 6½c. for No. 3. Calfskins, 8c. for No. 1 and 6c. for No. 2. Lambskins, 90c.

ONTARIO MARKETS.

TORONTO, December 29, 1900.

HARDWARE.

THIS being a holiday week, and the travellers in the warehouses, there is naturally not a large business being done. Taking into consideration the season, however, trade is fair, and business for the month appears to have been more satisfactory than it was a year ago. Quite a few letter orders for sorting-up parcels have been received during the past week. The cold weather has stimulated business somewhat in skates. A few orders have been booked for churns, lawn mowers, green wire cloth, fence wires, screen doors and windows and poultry netting. Most of the houses are this week busy taking stock. There have not been many changes in prices, the most important is an advance of ½c. per lb. in the price of rope.

BARB WIRE—A few orders are still being booked for barb wire for spring delivery, but, with the travellers off the road, there is naturally not much being done in this way. We still quote f.o.b. Cleveland at \$2.97½ in less than carlots, and \$2.85 for carlots. From stock, Toronto, \$3.10 per 100 lb.

GALVANIZED WIRE—There was a little being done on spring delivery account right up to the holiday, but since then practically

...MAY YOU... ENJOY A PROSPEROUS NEW YEAR.

We extend our greetings and good wishes for the coming year to all friends and patrons—hoping that each succeeding year of the new century may unfold greater prosperity for Canada than its predecessor.

OUR own personal aim for 1901 is to improve our facilities and give even better and prompter service than ever before. Still further additions to our factory are to be erected which will greatly extend our plant and enable us to promise the acme of prompt and reliable satisfaction to all customers.

METALLIC ROOFING CO., Limited, KING and DUFFERIN STREETS, **Toronto.**
Wholesale Manufacturers.

no business has been done. We quote No. 9 at \$3.10, Toronto. The base price f.o.b. Cleveland is still \$2.72½ per 100 lb.

SMOOTH STEEL WIRE—There is practically nothing doing in either oiled and annealed or hay-baling. Base price \$2.80 per 100 lb.

WIRE NAILS—Like nearly all staple lines, business in wire nails has dropped off since the holidays began and very little is now being done. The base price is unchanged at \$2.85 per keg for less than carlots and \$2.75 for carlots.

CUT NAILS—There is practically nothing doing in this line. Base price \$2.35 per keg.

HORSESHOES—Business is moderate and without special features. We quote f.o.b. Toronto: Iron shoes, No. 2 and larger, light, medium and heavy, \$3.60; snow shoes, \$3.85; light steel shoes, \$3.70; featherweight (all sizes), \$4.95; iron shoes, No. 1 and smaller, light, medium and heavy (all sizes), \$3.85; snow shoes, \$4; light steel shoes, \$3.95; featherweight (all sizes), \$4.95.

HORSE NAILS—There is a little business being done. Discount, 50 per cent. on standard oval head and 50 and 10 per cent. on Acadia.

SCREWS—This line is also seasonably quiet. Prices steady and unchanged. We quote wood screws as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—Very little business is being done in this line, and trade is feature

less. We quote: Carriage bolts (Norway), full square, 70 per cent.; carriage bolts, full square, 70 per cent.; common carriage bolts, all sizes, 65 per cent.; machine bolts, all sizes, 65 per cent.; coach screws, 75 per cent.; sleighshoe bolts, 75 per cent.; blank bolts, 65 per cent.; bolt ends, 65 per cent.; nuts, square, 4½c. off; nuts, hexagon, 4¼c. off; tire bolts, 67½ per cent.; stove bolts, 67½; plough bolts, 60 per cent.; stove rods, 6 to 8c.

RIVETS AND BURRS—These continue quiet and unchanged in price. Discount, 60 and 10 per cent. on iron rivets; iron burrs, 55 per cent.; copper rivets and burrs, 35 and 5 per cent.

ROPE—An advance of ½c. per lb. has taken place in this line. Sisal is now quoted at 9c. per lb. base, and manila 13c. Cotton rope is unchanged as follows: 3-16 in. and larger, 16½c.; 5-32 in., 21½c., and ¼ in., 22½c. per lb. Very little business is being done.

CUTLERY—The sorting up trade is now practically over. The cutlery trade this season has been an exceptionally good one.

SPORTING GOODS—Very little is now being done in this line, although for this time of the year trade is fair.

BUILDING PAPER—Is in fair demand at the recent advance. Ready roofing, 3-ply, \$1.65 per square; ditto, 2 ply, \$1.40 per square. Quotations are f. o. b. Toronto, Hamilton, London.

POULTRY NETTING—Quite a few orders for spring delivery are being booked. The ruling discount is 50 per cent.

GREEN WIRE CLOTH—While business is not heavy a fair number of orders are being

booked in this line for spring delivery at \$1.50 per 100 sq. ft.

SCREEN DOORS AND WINDOWS—A few orders for spring delivery are being booked.

SKATES—The cold weather has given quite a stimulus to the demand for skates. In fact, this is one of the few lines in which it can be said that business shows an improvement.

CEMENT—Business is dull. We nominally quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The feature of the metal market is the strength of tin, which has advanced quite materially in both London and New York during the past week, while local quotations are 1c. higher. Pig iron is quiet, but steady. The holiday has, to some extent, interfered with business in the metal trade, and yet the demand, considering the season, can be accounted fairly good.

PIG IRON—The pig iron market, while quiet, still rules steady. We quote Canadian pig at \$17 for No. 2, and American foundry at \$17.50 Toronto.

BAR IRON—Business is fair considering the season, and prices steady at \$1.65 to \$1.70 base.

PIN TIN—The tin market has been decidedly strong during the past week, and prices are high both at home and abroad. The advance started in London on Monday, when the figures were marked up £4 per ton, and it is expected that the market there will go still higher. Local quotations are up 1c. per lb., now being 33 to 34c. The demand has been fairly active during the past week.

TIN PLATES—Trade has been quiet all around during the past week, with prices unchanged.

TINNED SHEETS—Very little is being done in this line, and trade is featureless.

TERNE PLATES—There is nothing doing in this line.

BLACK SHEETS—The demand for this line during the past week has only been small. We still quote \$3.50 per 100 lb.

GALVANIZED SHEETS—Although the demand has dropped off somewhat, business is still active in this line in both small and large lots, while prices rule as before. We quote English at \$4.85 and American at \$4.50 for ordinary quantities.

CANADA PLATES—Trade is fair but devoid of any special feature. We quote: All dull, \$3.15; half and half, \$3.25; and all bright, \$3.85 to \$4.

IRON PIPE—Business is fair for this time of the year. We quote as follows: Black pipe ½ in., \$3.10; ¾ in., \$3.10;

1 in., \$3.10; 1 ¼ in., \$3.35; 1 in., \$4.75; 1 ¼ in., \$6.50; 1 ½ in., \$7.70; 2 in., \$10.70. Galvanized pipe is as follows: ½ in., \$4.65; ¾ in., \$5.35; 1 in., \$7.25; 1 ¼ in., \$9.75; 1 ½ in., \$12.25; 2 in., \$15.

SOLDER—The demand is moderate. We quote half-and-half, 21c.; refined, 19 to 20c.; wiping, 19 to 19 ¼c.

PIG LEAD—Business, locally, is fairly good, but in the outside markets it is rather quiet, but with prices steady. We still quote 4 ¾ to 5c. per lb.

COPPER—Business, locally, is quiet in both ingot and sheet copper. In the outside markets a firm feeling prevails as to price. We still quote ingot at 19 to 20c.; bolt or bar, 23 ¾ to 25c.; sheet, 23 to 23 ½c.

BRASS—Trade in this line is quiet, with discount on rod and sheet unchanged at 15 per cent.

ZINC SPelter—Only a small trade has been done in this line. In New York the market continues dull, but prices are much as before. We still quote casks 6 to 6 ½c. per lb.

SHEET ZINC—Trade is fairly active in this line. We quote casks at \$6.75 to \$7, and part casks at \$7 to \$7.50 per 100 lb.

ANTIMONY—Trade is fair and prices unchanged. We quote 11 to 11 ½c. per lb.

PAINTS AND OILS.

There is practically nothing doing. Turpentine is weak in the South, and a decline of 2c. is noted here locally. Linseed oil is firm. Quotations for spring delivery, which were sent out some days ago, have been withdrawn, as the English market has strengthened. White lead keeps firm at its present high basis. Other materials are steady. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.62 ½; No. 1, \$6.25; No. 2, \$5.87 ½; No. 3, \$5.50; No. 4, \$4.75; dry white lead in casks, \$6.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE—Genuine, 7 to 7 ½c.

ORANGE MINERAL—Genuine, 8 to 8 ½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22c.; in less than cases, 25c.

PURTY—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.25; bulk in bbls., \$1.95; bulk, in less quantities, \$2.10.

PLASTER PARIS—New Brunswick, \$1.90 per bbl.

PUMICE STONE—Powdered, \$2.50 per cwt. in bbls., and 4 to 5c. per lb. in less

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

YANKEE SNAPS.

Made in all styles and sizes.

For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines WE MAKE THEM. SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as applied to Her Majesty's War Office to clip the avary horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS', Limited, Birmingham.

LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



Pullman Sash Balance Co

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

quantity; lump, 100. in small lots, and 8c. in bbls.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gal.; No. 1 quality, \$1 per gal.

CASTOR OIL—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 82c.; boiled, 85c.; 5 to 9 barrels, raw, 81c.; boiled, 84c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

TURPENTINE—Single barrels, 58c.; 2 to 4 barrels, 57c., to all points in Ontario. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

GLASS.

Advices from Belgium indicate that prices will again be high next year. The strike of the glass workers, while not strong enough to cripple production, has curtailed it, and as a good demand is looked for the feeling is stiff. We still quote first break locally: Star, in 50-foot boxes, \$2.10, and 100-foot boxes, \$4; double diamond under 26 united inches, \$6, Toronto, Hamilton and London; terms 4 months or 3 per cent. 30 days.

OLD MATERIAL.

The movement is light. Prices are unchanged. We quote jobbers' prices as follows: Agricultural scrap, 55c. per cwt.; machinery cast, 55c. per cwt.; stove cast, 40c.; No. 1 wrought 55c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12½c.; coil wire scrap, 13c.; light brass, 7c.; heavy yellow brass, 10 to 10½c.; heavy red brass, 10½c.; scrap lead, 3c.; zinc, 2½c.; scrap rubber, 7c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

COAL.

Deliveries are delayed by the shortage of cars. The demand keeps good. Prices are unchanged. We quote anthracite on cars Buffalo and bridges: Grate, \$4.75 per gross ton and \$4.24 per net ton; egg, stove and nut, \$5 per gross ton and \$4.46 per net ton.

PETROLEUM.

A big demand is reported, with prices steady as follows: Pratt's Astral, 16½ to 17c. in bulk (barrels, \$1 extra); American water white, 16½ to 17c. in barrels; Photogene, 16 to 16½c.; Sarnia water white, 15½ to 16c. in barrels; Sarnia prime white, 14½ to 15c. in barrels.

MARKET NOTES.

Fig tin is 1c. per lb. higher at 33 to 34c. per lb.

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

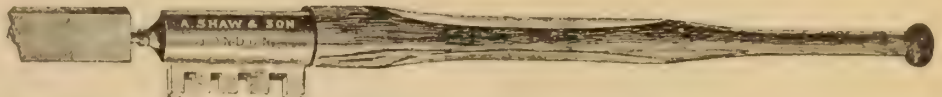
Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETT," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

GLAZIERS' DIAMONDS

of every description
Reliable Tools at low prices.



A. SHAW & SON, 52 Rahere St., Goswell Rd., London, E.C., Eng. The oldest house in the trade, lineal successors of the inventor and patentee, J. SHAW.

Both sisal and manila rope are ½c. per lb. dearer.

H. S. Howland, Sons & Co. are in receipt of a shipment of Boker's "Keen Shaver" razors. The trade has been waiting for this shipment for some time.

PHOSPHOR TIN.

The introduction of phosphorus into molten metal has been a study for metallurgists for years. It is now generally considered that The Syracuse Smelting Works, who make that well-known brand, "Columbia" phosphor tin, have the medium for retaining the highest amount of phosphorus in the tin of any alloy made to day. By using "Columbia" phosphor tin, foundries will save a great deal of worry caused by the spoiling of castings by pinholes or honeycomb effects; phosphor tin cleanses the metal so as to fit it for the largest castings. The Syracuse Smelting Works are exporting this material all over the civilized world wherever phosphor-bronze castings are made. They are furnishing formulae showing how to make any desired grade of phosphor-bronze castings with their "Columbia" phosphor tin as a flux. It purifies old copper and makes it as workable as new.

This firm are experimenting on a new alloy to phosphorize spelter.

McCLARY'S TRAVELLERS.

The travellers of the McClary Manufacturing Co., Limited, will hold a convention at the head office, London, Ont., on January 3 and 4. The firm's travellers from every part of the Dominion will be present.

On January 14 and 15 a meeting of the managers of the Toronto, Montreal, Winni-

peg and Vancouver branches will be held, also at London.

A CONFIRMED LUNATIC.

"Beautiful scenery here, is it not?" asked the young man of a solitary traveller whom he found pacing along the seashore.

"Well, no," replied the stranger. "I can't agree with you. I think the ocean is too small. It is no such ocean as my mother used to have."

"Your mother's ocean was superior, then?"

"Oh, yes, vastly superior. What tumbling breakers! What a magnificent sweep of view! What amplitude of distance! What fishing there was in my mother's ocean!"

"But the sky is magnificent here, is it not, sir?"

"Too low and too narrow across the top," replied the stranger.

"I haven't noticed it," said the young man.

"Yes," said the stranger; "it is too low, and there isn't air enough in it, either. Besides, it doesn't sit plumb over the earth; it is wider from north to south than it is from west to east. I call it a pretty poor sky. It is no such sky as my mother used to have."

"Pardon me, but did your mother have a special sky and ocean of her own?"

But here an old resident came up and drew the young man aside.

"Don't talk to him," said the old resident. "He is a hopeless lunatic. He is a man who always used to tell his wife about 'the biscuits my mother used to make,' 'my mother's pies,' 'my mother's puddings,' and 'my mother's coffee.' The habit grew on him so much that he became a confirmed lunatic."—Tit-Bits.

MANITOBA MARKETS.

WINNIPEG, December 22, 1900.

THERE has been a fair amount of Christmas trade done by the retail hardware houses, but not up to the usual mark. Wholesale trade has been practically stagnant all week and no movement is anticipated until after the New Year when matters will probably brighten somewhat.

No change of price is noted in any line.

Price list for the week is as follows:

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire	3 95
"	4 00
"	4 05
"	4 20
"	4 35
"	4 45
Wire nails, 30 to 60 dy, keg.	3 60
" 16 and 20	3 65
" 10	3 70
" 8	3 75
" 6	3 90
" 4	4 00
" 3	4 25
Cut nails, 30 to 60 dy.	3 15
" 20 to 40	3 20
" 10 to 16	3 25
" 8	3 30
" 6	3 45
" 4	3 55
" 3	3 80
Horsenails, 40 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$2.50 basis.	
Swedish iron, \$4.50 basis.	
Sleigh shoe steel	3 00
Spring steel	3 25
Machinery steel	3 75
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 10 gauge	2 54
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	10 75
IX	12 75
IXX	14 75
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	3 90
Sheet zinc, cask lots, 100 lb.	7 50
Broken lots.	8 00
Pig lead, 100 lb.	6 00
Wrought pipe, black up to 2 inch.	50 an 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	\$ 9 25
" 3/4	9 75
" 1/2 and 5-16	10 25
Manila, 7-16 and larger	13 50
" 3/4	14 00
" 1/2 and 5-16	14 50
Solder	22
Cotton Rope, all sizes, lb.	17 1/2
Axes, chopping	\$ 7 50 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round	70 p.c.
Flat	70 p.c.
Round	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage	42 1/2 p.c.
Machine	45 p.c.
Tire	60 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	50 p.c.
Copper, No. 8.	50c. lb.

Spades and shovels	40 p.c.
Harvest tools	50, and 10 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 75
No. 1	1 25
Files common	70, and 10 p.c.
Diamond	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	30 p.c.
C.F. pistol	5 p.c.
C.F. military	5 p.c. advance.
Loaded shells:	
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	6 75
Chilled	7 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed, retinned.	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.

PETROLEUM.

Water white American	24 1/2 c.
Prime white American	23c.
Water white Canadian	21c.
Prime white Canadian	19c.

PAINTS, OILS AND GLASS

Turpentine, pure, in barrels	\$ 71
Less than barrel lots	76
Linseed oil, raw	90
Boiled	93
Lubricating oils, Eldorado castor	25 1/2
Eldorado engine	24 1/2
Atlantic red	27 1/2
Renown engine	41
Black oil	23 1/2 to 25
Cylinder oil (according to grade)	55 to 74
Harness oil	61
Neatsfoot oil	\$ 1 00
Steam refined oil	85
Sperm oil	1 50
Castor oil	11 1/2
Glass, single glass, first break, 16 to 25	
united inches	2 25
26 to 40	2 50
41 to 50	5 50
51 to 60	6 00
61 to 70	6 50
Putty, in bladders, barrel lots	2 1/2
kegs	2 3/4
White lead, pure	7 25
No. 1	7 00
Prepared paints, pure liquid colors, according to shade and color	per gal. \$1.30 to \$1.90

THE SHERWIN-WILLIAMS CO.'S
TORONTO BRANCH.

Mr. J. Benson has been given the local management of The Sherwin-Williams Co.'s distributing depot in Toronto, and will also take charge of their city sales department.

Mr. Benson is one of The Sherwin-Williams Co.'s oldest and most reliable employees, and has been connected with them ever since their commencement in Canada, and through his close attention to their best interests at all times, and owing to his long acquaintance with the paint and varnish business, which is now over 18 years, and his well-recognized business ability, he has deservedly earned the promotion which has been given him.

The Sherwin-Williams Co. also report that, notwithstanding their advance in price, all their representatives are meeting with good success on their different territories, and their spring orders are larger than ever, and prospects for a large spring business are very encouraging.

PERSONALITY IN CREDIT.

If there is one factor above another in arranging your credits and choosing your business friends, the greatest is personality. What a man is and what he is capable of doing. Is he honest and is he industrious? Is he a well-qualified merchant and are his plans well laid? Is he a good executive and has he a good judgment? I say if we overlook these facts in arranging our business affairs, we fail to realize the importance of the "man behind the gun."—John Field.

J. H. Tristian, general merchant, Clachan, Ont., is advertising his business for sale.

1900 ANNOUNCEMENT 1901

We take this opportunity of thanking our customers for their patronage in the past, and hope for a continuance of the same in the new century. Our sales of Paints and Varnishes for the year just closing were the largest we ever made. Our travellers are now on the road, and will call upon you as usual. Be sure and get our quotations before placing your orders. Our catalogue for 1901 is now being mailed to customers. If you have not yet received one, drop us a card, as it contains valuable information for buyers of Paints and Varnish.

HENDERSON & POTTS

HALIFAX,

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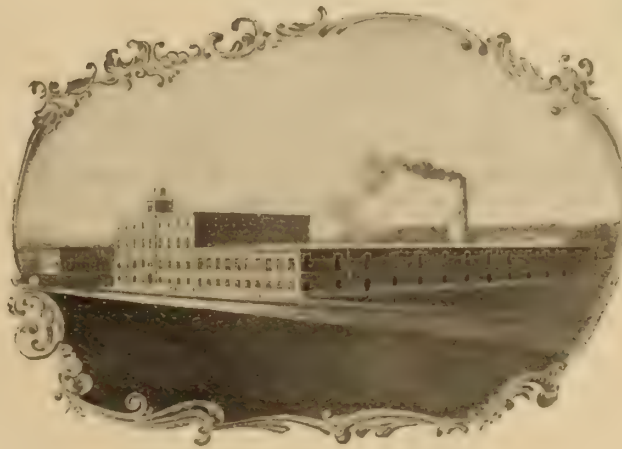
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MONTREAL.

THE **WATSON, FOSTER CO.,** LIMITED
MONTREAL

MANUFACTURERS OF ALL GRADES OF
WALL PAPER



WORKS, ONTARIO STREET EAST.
CAPACITY, 70,000 ROLLS PER DAY.

PREPAID SAMPLES TO
PROSPECTIVE BUYERS.

ORDER WHILE THE
LINE IS COMPLETE.

HEATING AND PLUMBING

THE OUTLOOK FOR YOUNG PLUMBERS.

THE fact that the demand for the plumber's services is more universal and constantly growing should be the source of considerable encouragement to the young man who has entered the ranks of the profession with the intention of succeeding in that line, writes A. Billdue in *The Metal Worker*. But the man who would win complete success must remember that it is necessary for him to be far better educated in all that pertains to the trade than it formerly was. In all the walks of commercial life the doctrine of the survival of the fittest is being acted upon in such a way as to leave little or no chance for the man who lacks the energy and push necessary to keep in touch with the latest approved methods. But necessary as technical knowledge is, there are other qualifications that must enter into the make up of a man if he is to be wholly successful. With an occasional exception, very little complaint is heard about the average plumber's ability to properly do the work he is called upon to perform; generally the complaints are of another character.

For a long time a prejudice has existed in the public mind regarding the plumber, which is largely due to the fact that persons outside the trade know little or nothing about the cost of plumbing materials. But with a better understanding of the relationship his services bear to the public, this prejudice will wear away, provided the plumber conducts himself and his business in such a way as to dispel the illusion that he is not as reliable and as worthy of confidence as the man in any other line of trade. There are, no doubt, unscrupulous men in the business, as in every other, but, taken as a whole, they will compare favorably with any other class of tradesmen.

The point to be emphasized is this: Owing to the prejudice that exists regarding plumbers' bills, it is a duty that every plumber owes himself to establish a character for honesty and integrity that will place him above suspicion of ever resorting to dishonest or even questionable methods. Instances have been known where dishonest men have prospered for a time, owing to their location or some other favorable circumstance, but no permanent success can be attained in that way. A character for honesty will not only gain patronage and hold it, but it will enable its possessor to conduct his business with less friction and

fewer petty annoyances than one who is less favorably known, for people will frequently overlook other shortcomings in one whose honesty is never questioned. Technical knowledge and character are not the only qualifications necessary to success, but the young man who possesses these two has a pretty firm foundation to build on. The indications are that the plumber will be a more important personage during the next century than ever before. There are certainly opportunities along that line for those who are able to grasp them.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., Toronto, have the contract for plumbing and heating the Murray House, St. Catharines, Ont.

Considerable interest has been manifested in plumbing circles, especially in Montreal and Toronto, over the contracts for plumbing, heating, lighting, etc., in the new freight sheds of the G.T.R. in Montreal. Tenders were asked some weeks ago, the specifications calling for the latest automatic specialties. It is now understood that when the tenders were opened that the company considered the price too high, and that the architect will remove "some of the frills" and ask for new tenders. It is thought that a considerable reduction can be made without impairing the practical utility of the appliances.

PLUMBING AND HEATING NOTES.

The O'Dell Electric Light Co., Annapolis, N.S., are selling out.

Gilmour Bros., plumbers, Montreal, have dissolved partnership; H. L. Gilmour continues.

H. Morley & Son, plumbers, Hamilton, Ont., have dissolved partnership; each continuing alone.

Fiddes & Hogarth, plumbers, Jarvis street, Toronto, intend moving into larger premises on King street east, about February 1.

BUILDING PERMITS.

Building permits have been issued in Toronto to H. Hanks, for a two storey and attic residence near Macdonald street, on Wright avenue, to cost \$1,700; to W. R. Riddell, for a brick and stone residence at the rear of 109 George street, to cost \$1,100; to A. Elliott, for a pair of semi-detached houses at 312 and 314 George street, to cost \$5,000; to Rev. T. C. C. Heathcote,

for a residence at the corner of Pape and Dagmar avenues, to cost \$2,000, and to A. B. Cameron, for a detached brick dwelling on Macpherson avenue, to cost \$2,800.

SOME BUILDING NOTES.

The Methodists of Midland, Ont., intend erecting a new church in that town in the near future.

The new building for The Ottawa Produce Co., Ottawa, Ont., has been started. It is to cost about \$9,000.

CATALOGUES, BOOKLETS, ETC.

WON'T HAVE TO BUY CARDS.

The firm that finds a suitable New Year remembrance to present to its customers in place of the calendar which has come into such general use that it seems to have lost a great deal of its usefulness has reason to shake hands with itself. The Consumers Cordage Co., Limited, of Montreal, have hit upon a novel idea that gets around the difficulty. They have had 5,000 packs of playing cards with a very fine advertisement on the back of each card printed on good wearable cardboard, and these they are distributing far and wide among their customers. Such advertising ought to do much to further popularize the various brands of this firm's binder twine.

PEERLESS ICELAND FREEZERS.

One of the most attractive and practical catalogues of the year has just been issued by Dana & Co., manufacturers of "Peerless" and "Frezo" freezers. The cover is exceptionally artistic. A panel taking up about half the page contains a daintily-lithographed conception of "The Spirit of Frost," a handsome female figure garbed in a mantle of white rising from a freezer which is half turned and imbedded in snow. The interior contains illustrations and descriptions showing the unique and original characteristics which have simplified the construction of and so increased the practical value of the productions of this firm. This catalogue is well worth getting. The firm's address is Dana & Co., Cincinnati, O., U.S.A.

THE OXFORD CALENDAR.

The Gurney Foundry Co., Limited, have issued a calendar this year which is well worthy of the goods it represents. It contains a large lithographed cut of two typical London urchins, a boy and a girl, who are, according to the inscription below, engaged in singing "An Oxford Duet." The illustration is both well designed and well printed, and makes the calendar one that their patrons well appreciate.

No. 219 Never Turn Screw Driver.

Fools never turn. Neither does No. 219. This turns screws and not in the handle.

GET OUR GREEN BOOK OF HARDWARE SPECIALIES.

SMITH & HEMENWAY CO., NEW YORK.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

KNOX HENRY

Heavy Hardware and Metal Broker
Room 220 1/2 Board of Trade, MONTREAL.

TACKS, CUT NAILS, WIRE NAILS, HORSE SHOES, HORSE NAILS, SPIKES, BOLTS, NUTS, ETC.

SPECIALTIES - "C" Brand Horse Nails - Canada Horse Nail Co.

"BRASSITE" GOODS - Gunn Castor Co., Limited, Birmingham, Eng.

Manufacturers of

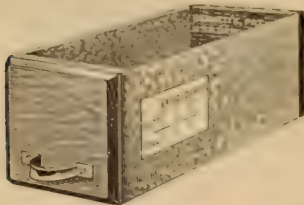
Heating Supplies

Pipe Fittings and Headers.
Large Manifolds made to Order.
Steam Traps and Appliances, etc.

The ...
Jas. Morrison Brass
Mfg. Co., Limited
TORONTO.

SPECIAL NOTICE!

As so many hardwaremen intend putting in



BENNETT'S PATENT SHELF BOX

early next year, ready for Spring trade, they will help us and themselves by placing their orders as soon as possible. Orders will be filled in rotation. Price lists and full particulars from the patentee and manufacturer.

J. S. BENNETT, 20-Sheridan Ave., Toronto.

N.B. Boxes made to fit your present shelving.

*Standard Paint & Varnish Works
Limited
Makers of High Grade
Varnishes, Lacquers,
Paints, Colors & Enamels.
Windsor, Ont.*



SOLID STEEL FERROULE

Hardwood CHARCOAL in Bulk or Sacks. WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by..

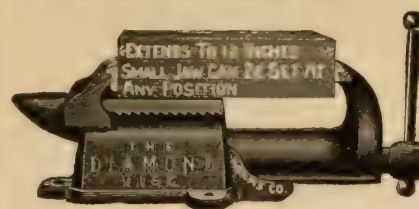
THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls,
Deseronto.

Gooderham Building, TORONTO

DIAMOND VISE AND DRILLING ATTACHMENT

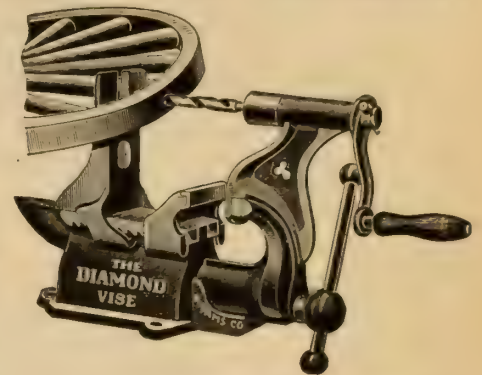
U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.



JAWS are faced with steel 3/4 inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds. For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.
Made by A. R. Woodyatt & Co., Guelph, Ont.



LEADER CHURN

New Century Improvements.

FOUR DIFFERENT STYLES:

- A—Steel Frame with double reversible Steel Lever.
- B—Wood Frame with double reversible Steel Lever.
- C—Steel Frame with Crank.
- D—Wood Frame with Crank.

Styles A and B may be operated from a sitting or standing position.

Steel Frames and Hoops beautifully ALUMINIZED.

ALL LEADER CHURNS are equipped with BICYCLE BALL BEARINGS and PATENTED CREAM BREAKERS.

Stands are so constructed that they are particularly strong and rigid, and there is nothing to interfere with the placing of pail in the most convenient position for draining off buttermilk.

It Pays to Have the Best. None are Better Than the Leader.

THE

Dowswell Manufacturing Co.
Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son, Montreal, Que.



E. B. SALYERDS

Manufacturer of

Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.

HOLIDAY INNOVATIONS FOR HARDWAREMEN.

BY P. T. S.

Facts, not fancies, are below
Not what I think, but what I know.

TOYS.—The too conservative hardwareman looks incredulously at these four letters, assumes a dignity cold enough to repel airs from heaven or blasts from—well, any old place, and so resumes his tirade against catalogue houses and department stores.

For his sake the above heading may be modified to read "Iron Toys," and the play go on. Upon the business stage we like to have an attraction that makes necessary the hanging out of the sign, "Free list suspended." If you have been looking for a fit time to change from a credit to a cash basis, the holiday period is surely the time. But—put in toys. The argument no longer need be advanced that "business courtesy" or "it's out of my line" prevents me adding to my stock. It is but going backward after all. Fifty years ago the hardware store sold drugs and the drug store sold painters' supplies and glass.

You do not have to seek strange pastures to buy your stock; the hardware wholesalers are lining up. It was only the other day that a traveler for an old-time hardware jobbing house turned the leaves of his toy catalogue, expatiating on the superiority of his iron train with the unction of one to the manor born.

Toys, iron if you please, are of such variety that items good sellers the year around are there.

EVERY YEAR

we put in a general line of toys and holiday goods, in the centre of strong competition—a department store half a block away, a 5 and 10c. store, and a live one, just around the corner—buying much of the line early in the summer, always leaving room for the latest novelties, that come out in November and early December.

AMOUNT TO INVEST AND WHAT TO BUY.

The amount required to put in a stock of attractive variety varies, of course, with the environments—city or town, good or bad times. Just as all hardwaremen do not order the same amount of wire cloth, but, from year to year, gauge their buying as experience teaches, so with toys. After the first year the good-selling toys are known; fads are detected, catered to, and eliminated as judgment dictates. One hundred dollars invested in iron trains, wagons, banks, stoves, fire engines, hook and ladder trucks, hose carts and kindred goods buys a salable line, with few stickers. A very complete line, taking in steam engines, magic lanterns, mechanical toys, blackboards,

shooflys, and larger toys, amounts to from \$350 to \$500. With our kind of competition we touch very lightly the 5 and 10c. line, increasing the better class, especially larger tool chests, selling from \$3 to \$10.

METHOD OF PUBLICITY.

We have our goods in the store by November 1, marked, but not displayed. About the middle of the month we bring out the iron stoves and banks, merely samples, and put them in the window, with an announcement of our usual plan of displaying every year a complete line of holiday goods. From that time we add to the articles in the window and on the counters until December, when business is commenced in earnest.

WINDOW DISPLAY.

We use, as much as possible, combinations of red, green and white cheesecloth, for trimming, aiming to create not so much an elaborate display as one that may be changed easily and often.

DISPLAY IN THE STORE.

The racks, counters and all display tables are cleared of their contents of whatever nature, and used for the new goods, which are arranged in classes—wood toys together, mechanical, iron, etc.—everything marked in plain figures. This is but one department, and serves to call attention to others. Articles not usually included in holiday goods we clean up and show prominently—shopping and waste paper baskets, japanned cake and bread boxes, flour cans, spice cabinets—as we have among our customers the thoughtful boy who bought for his mother a coal hod, and the equally devoted husband who bought for his wife a door bell.

RUNNING A BUSINESS ON TICK.

If the concession of iron toys is still insufficient to placate our conservative hardware friend there is one line he may add without being shocked—that is, alarm clocks—providing, of course, he don't set off all the alarms at once. Forty dollars buys enough to start with, say 20 to sell at 75c., 15 to sell at \$1, 6 to sell at \$1.50, \$2 and \$2.50. Clear out the window, put in the entire stock, one row arranged and marked 75c., another row on a shelf or platform, raised a trifle, at \$1, the balance banked toward the rear of the window. Now let him close the window and oil his cash register, as sales are assured.

A NICKEL WINDOW.

After the display has been running for from four days to a week clear out all clocks but one of each style; then put in everything nickel plated. Hang from a curtain pole, suspended from ceiling by wire, a row of No. 7 tea kettles marked at regular price—say 85c., another row below, No. 8, at \$1, then in bottom of window tea and coffee pots, rice boilers and chafing dishes—Iron Age.

THE CANADA PAINT COMPANY, LIMITED.



The Painter and Decorator

is respectfully requested to insist on seeing the name of the **Canada Paint Company, Limited**, upon all labels and packages. Our manufactures are for sale by every progressive Hardware, Paint and Oil Merchant who makes a specialty of first-class paints. If any difficulty is experienced in obtaining our Pure Colors and Varnishes, please write us.



THE CANADA PAINT COMPANY, LIMITED.

Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of

"Union Jack" Galvanized Sheets
Canada and Tin Plates
Black Sheets
Sleigh Shoes and Tyre Steel
Coil Chain, Hoop Iron
Sheet and Pig Lead
Sheet Zinc

Quotations can be had from
Canadian Office:

6 St. Sacrament St., MONTREAL

F. A. YORK, Manager.



Spiral Tubular Radiators

E. T. WRIGHT & CO.
Hamilton, Ont.
Sole Agents for Canada.



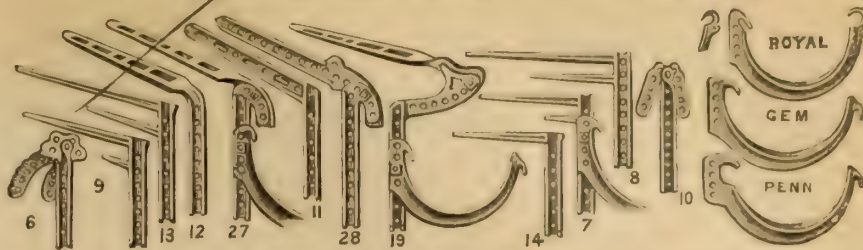
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

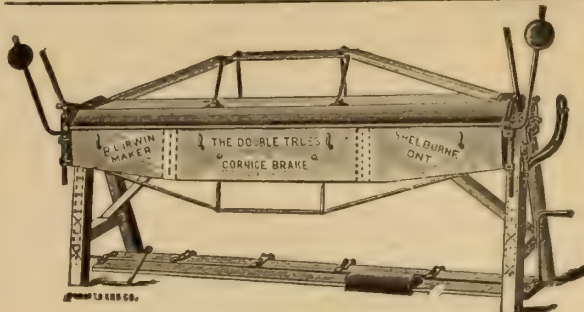
Berger's Gutter Hangers.



The very best made. Strong and easy to put up and adjust. By proper selection of the shank the requirements for any style eave will be met. Other kinds of Hangers, Pipe Hooks and Fasteners, Gutter and Pipe, and a general line of **Tinners' and Roofers' Supplies.**

BERGER BROS. CO.,

PHILADELPHIA, U.S.A.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$60

Very handy header attachment, \$15 extra
if required.
Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. SHELBURNE, ONT.

The Latest and Best.

H. & R. Automatic Ejecting Single Gun.

Steel and Twist Barrels
in 30 and 32-inch.
12 Gauge.

Model
1900.



Harrington & Richardson Arms Co.
Worcester, Mass., U.S.A.
Descriptive Catalogue on request.

STEVENS RIFLES THE FAVORITE



is made in three calibres
22, 25 and 32 Rim Fire

and is the best low-priced rifle made. Highest quality of work
Accuracy guaranteed. Weight, 4½ lbs.

No. 17, Plain Sights— List \$ 8.00
No. 18, Target Sights— " 11.50
No. 19, Lyman Sights— " 12.00

Send for our complete catalogue.

J. STEVENS ARMS & TOOL CO.

For Sale by All Leading Canadian Jobbers
At Trade Discounts.

P.O. Box 215, CHICOPEE FALLS,
MASS., U.S.A.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT
TWINE MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ASSIGNMENT has been demanded of J. Boydell & Co., general merchants, Robinson, Que.

Vipond, Peterson & Co., wholesale coal dealers, etc., Montreal, are contesting a demand of assignment.

A winding-up order has been granted to The Canadian Camera and Optical Co., Limited, Toronto, and E. R. C. Clarkson has been appointed interim liquidator.

PARTNERSHIPS FORMED AND DISSOLVED.

Vincent & Saucier, wood, coal and grain dealers, Montreal, have registered partnership.

La Compagnie C. A. Hamel, machinists, St. Hyacinthe, Que., have registered partnership.

R. C. Bower, lumberman and dealer in agricultural implements, Wetaskiwin, N.W.T., has admitted J. H. Lassen as partner, under the style of Lassen & Bower.

SALES MADE AND PENDING.

H. W. Wright, blacksmith, Truro, N.S., is advertising his business for sale.

The assets of Louis Bolduc, carriage-maker, Montreal, have been sold.

F. A. McCulloch, harness dealer, Wawanesa, Man., has sold out to C. E. Jackson.

Williams & Co., harness dealers, Roland, Man., have sold out to Swain & Emmerson.

W. F. Nichollino, carriagemaker, etc., Weymouth, N.S., is offering his business for sale.

Thomas Plimley, dealer in hardware and bicycles, Victoria, B.C., is selling out his hardware stock.

CHANGES.

Stephen De Wolf, Pictou, N.S., has opened up a harness business.

T. H. Addison, harness dealer, Binscarth, Man., has been succeeded by J. Fletcher.

Mrs. Leon Gauthier has registered proprietress of Marceline Poirier, hardware dealer, Turcot, Que.

FIRES.

E. H. Guiledge, harness and boot and shoe dealer, Oakville, Ont., has been burned out.

B. F. Ahrens, hardware and coal dealer, and Henry Maurer, blacksmith, Hanover, Ont., have been burned out.

The premises of The Coldbrook Iron and Steel Co., Limited, manufacturers, St. John, N.B., have been burned; insurance \$6,000.

DEATHS.

John Cameron, carpenter, etc., Dominionville, Ont., is dead.

B. Van Tuyl, of Van Tuyl & Fairbank, dealers in hardware and railroad supplies, Petrolea, Ont., is dead.

**WELLAND CANAL.**

Tenders for Supplies for the year 1901.

SEALED TENDERS for supplies, addressed to the Superintending Engineer, Welland Canal, St. Catharines, will be received until 20 o'clock on Wednesday, 16th January, 1901, for the supply and delivery of various articles of Timber, Hardware, Castings, Fuel, Paints, Oils, etc., for use on the Welland Canal and its branches for the year 1901.

Specifications, forms of tender and other information can be obtained at the Superintending Engineer's Office, St. Catharines, on and after Monday, the 24th December, 1900.

The lowest or any tender not necessarily accepted.

L. K. JONES,

Secretary.

Department of Railways and Canals,
Ottawa, December 20th, 1900.

(2)

BRITISH BUSINESS CHANGES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

"SELL'S COMMERCIAL INTELLIGENCE,"
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

THE . . .

Waggoner Extension Ladder.

The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.

WIRE RODS!

*Drawn to Decimal Sizes, Cut and Straightened,
In Uniform Sizes. Prompt Shipment.*

Chalcraft Screw Co., Limited, Brantford, Ont.



"DAISY" CHURN

Has tempered steel cased bicycle ball bearings, strongest, neatest and most convenient frame. Only two bolts to adjust in setting up. Steel Bow Levers, suitable for either a standing or sitting posture. Has four wheels and adjustable feet to hold stand steady while churning. When churn is locked to stand the bow can be used as handles to move it about on the front wheels as handy as a baby carriage. Open on both sides to centre, giving free space for pail. Made with wood or steel stands, with Cranks only, or Bow Levers as desired.

Vollmar Perfect Washer

Has a most enviable record. A perfection of its kind—will wash more clothes in less time, do it better and easier, with less wear and tear, than any other machine.

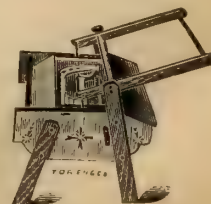
THE

Wortman & Ward Mfg. Co.,

Limited

LONDON, ONT.

Eastern Branch, 60 McGill Street, Montreal, Que.



CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents:

Drummond, McCall & Co.
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.
MIDLAND, ONT. Limited



James Warnock & Co., - **Galt, Ont.**

We Manufacture
AXES, PICKS
MATTOCKS, MASONS'
and SMITH HAMMERS
and MECHANICS' EDGE
TOOLS.

All our goods are guaranteed.

CURRENT MARKET QUOTATIONS.

December 28, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.
Lamb and Flag and Straits—
56 and 28 lb. ingots, per lb. 0 33 0 34

Tinplates.

Charcoal Plates—Bright
M.L.S., equal to Bradley. Per box

I.C., usual sizes \$7 00
I.X., 8 50
I.X.X., 10 00

Famous—
I.C., 7 50
I.X., 8 51
I.X.X., 9 50

Raven & Vulture Grades—
I.C., usual sizes 5 00
I.X., 6 00
I.X.X., 7 01
I.X.X.X., 8 00
D.C., 12½x17 4 75
D.X., 5 50
D.X.X., 7 50

Ooke Plates—Bright
Bessemer Steel—
I.C., usual sizes 4 30
I.C., special sizes, base 4 50
20x28 8 75

Charcoal Plates—Terne
Dean or J. G. Grade—
I.C., 20x28, 112 sheets 8 75
I.X., Terne Tin 10 75

Charcoal Tin Boiler Plates.
Cookley Grade—
X X, 14x56, 50 sheet bxs } Per lb.
14x60 " } 0 07 0 07½
14x65 " }

Tinned Sheets.
72x30 up to 24 gauge 0 08 0 08½
26 " 0 08½ 0 09
28 " 0 09 0 09½

Iron and Steel.
Common Bar, per 100 lbs. 1 65
Refined 2 15
Morse Shoe Iron 2 05

Coop steel, 1½ to 3 in. base,
extras for smaller sizes 3 10
Sleigh Shoe Steel base 2 00
Tire Steel 2 00
Machinery iron finish 2 05
Cast Steel, per lb. 0 00
Toe Calk Steel 2 37
T. Firth & Co's special cast steel, per lb. 0 13
Jesop's Tool Steel 0 13

Boiler Tubes.
1½ inch 0 21½
2 " 0 13½
2½ " 0 16
3 " 0 17½

Steel Boiler Plate.
¼ inch 2 25
3-16 inch 2 25
½ inch and thicker 2 25

Black Sheets.
18 gauge 3 10
20 gauge 3 12
22 to 24 " 3 20
25 " 3 30
28 " 3 40

Canada Plates.
All dull, 52 sheets 3 15
Half polished 3 25
All bright 3 85 4 00

Iron Pipe.

Black pipe—
1 inch 3 10
1½ " 3 10
2 " 3 10
2½ " 3 35
3 " 4 75
3½ " 6 51
4 " 7 70
4½ " 10 70
5 " 12 15
5½ " 12 15
6 " 16 25

Galvanized pipe—
2½-6 inch, discount 55 to 55 and 10 p.c.
¾ inch 4 65
1 " 5 15
1½ " 7 40
2 " 10 10
2½ " 12 15
3 " 16 25

Galvanized Sheets.
G.C. Comet. Amer. Head.
16 gauge 4 5
18 to 24 gauge 4 35 4 20 4 35 4 35
26 " 4 61 4 45 4 35 4 35
28 " 4 85 4 70 4 50 4 50
2 gauge American equals 26 gauge English.

Chain.
Proof Coil, 3-16 in., per 100 lb
¼ " 8 01 8 50
½ " 5 35 5 85
¾ " 4 35 4 85
1 " 4 15 4 65
1½ " 4 35 4 85
2 " 3 85 4 35
3 " 3 81 4 00

Halter, kennel and post chains, 49 and 50 p.c.
Cow ties 40 p.c.
Stall fixtures 35 p.c.
Trace chain 25 p.c.
Jack chain, iron, single and double, discount 35 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.
Ingot
English B.S., ton lots 0 19 0 20
Lake Superior
Bolt or Bar
Cu lengths round, ½ to ¾ in. 0 23½ 0 25
round and square
1 to 2 inches 0 23½ 0 25

Sheet.
Untinned, 14 oz., and light, 16
oz., 14x48 and 14x60 0 23 0 23½
Untinned, 14 oz., and light, 16
oz., irregular sizes 0 23 0 23½
NOTE.—Extra for tinning, 2 cents per
pound, and tinning and half planishing 3

Tinned copper sheets 0 26
Planished 0 32
Braziers (In sheets.)
4 ft. 25 to 30 lb. ea., per lb. 0 25½
35 to 45 " 0 24½
50 lb. and above, " 0 23½

Boiler and T. K. Pits.
Plain Tinned, per lb 0 28
Spun, per lb. 0 32

Brass.
Roll and Sheet, 14 to 30 gauge, 15 per cent.
Sheets, hard-rolled, 2x4 0 24 0 25
Tubing, base, per lb. 0 24 0 25

Zinc Spelter
Foreign, per lb 0 16 0 06½
Domestic
Zinc Sheet.
5 cwt. casks 6 75 7 01
Part casks 7 01 7 50

Lead.
Imported Pig, per lb 0 04½ 0 05
Bar, 1 lb. 0 05½ 0 06½
Sheets, 2½ lb. sq. ft., by roll 0 05½ 0 06½
Sheets, 3 to 6 lbs., 0 05½ 0 06½

NOTE.—Cut sheets ½ cent per lb. extra
Pipe, by the roll, usual weights per yard, lists
at 7c. per lb. and 15 p.c. dia. f.o.b. Toronto.
NOTE.—Cut lengths, net price, waste pipe
8-ft. lengths lists at 7½ cents.

Shot.
Common, \$6.50 per 100 lb.; chilled, \$7.00
per 100 lb.; buck, seal and bal., \$7.50. Dis-
count, 7½ p.c. Prices are f.o.b. Toronto,
Hamilton, Montreal, St. John and Halifax.
Terms 3 per cent. cash, freights equalized on
Montreal.

Soil Pipe and Fittings.
Discount, 60 and 10 per cent. on medium and
extra heavy, and 60 per cent. on light.

Solder. Per lb. Per lb.
Bar half-and-half 0 20 0 20½
Refined 0 19½ 0 20
Wiping 0 19 0 19½

NOTE.—Prices of this graded according to
quantity. The prices of other qualities of
solder in the market indicated by private
brand vary according to composition.

Antimony.
Cookson's, per lb 0 11 0 11½

White Lead. Per cwt.
Pure 6 62½
No. 1 do 6 25
No. 2 do 5 87½
No. 3 do 5 10
No. 4 do 5 12½
Munro's Select Flake White 7 12½
Elephant and Decorators' Pure 6 87½

Red Lead.
Genuine, 560 lb. casks, per cwt. \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.
Elephant Snow White 0 08 0 09
Pure White Zinc 0 08 0 19
No. 1 0 06 0 07½
No. 2 0 05 0 06½

Dry White Lead.
Pure, casks 5 75
Pure, kegs 6 25
No. 1, casks 5 50
No. 1, kegs 00

Prepared Paints.
In ¼, ½ and 1 gallon tins.
Pure, per gallon 1 20
Second qualities, per gallon 1 00
Barn (in bbls.) 0 75 0 85
The Sherwin-Williams Paints 1 45
Canada Paint Co's Pure 1 20
Sanderson Peary's Pure 1 20
Stewart & Wood's Champion Pure 1 20

Colors in Oil.
25 lb. tins, Standard Quality.
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.
Yellow Ochre (J.C.) bbls 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls 2 75
Yellow Ochre (Royal) 1 10 1 15
Russets Ochre 2 00
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 2 00
Canadian Oxides, per cwt. 1 75 2 00
Rarer Magnetic Oxides, 98 p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10 0 10
Umber, 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03½

Ultramarine Blue in 28-lb
boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb 0 07
Mortar Color, per 100 lb. 1 25
English Vermilion 0 60
Pure Indian Red, No. 45, lb. 0 80
Whiting, per 100 lb. 0 55

Blue Stone.
Casks, for spraying, per lb. 0 07
100-lb. lots, do, per lb. 0 18

Putty.
Bulk in bbls. 1 95
Bulk in less quantity 2 10
Bladders in bbls. 2 10
Bladders in kegs, boxes or lots 2 25
Bladders in 25-lb. tins 2 35
Bladders in 12½-lb. tins 2 60
Bladders in 10 lb. korts less than 100 lb 2 80

Varnishes.
In 5-gal. lots.) Per gal.
Carriage, No. 1 2 90 3 30
" body 8 00 9 00
" rubbing 4 00 5 00
Gold Size, Japan 3 00 3 40
Brown Japan 2 40 2 80
Elastic Oak 2 90 3 30
Furniture, extra 2 40 2 80
" No. 1 1 60 2 00
Hard Oil Finish 2 70 3 10
Light Oil Finish 3 20 3 60
Demar, white 3 30 3 70
Shellac, white 4 40 4 80
" orange 4 00 4 40
Furniture Brown Japan 1 60 2 00
Black Japan 2 40 2 80
" No. 1 1 60 2 00

The Imperial
Varnish & Color
Co's, Limited
Elastilite Varnish
1 gal. can, each.
\$2 00.

Granatine Floor
Finish, per gal.
\$2 00.

Maple Leaf
Coach Enamels:
Size 1, 60c.;
Size 2, 35c.; Size
3, 20c. each.

Linseed Oil. Raw Boiled.
1 to 4 bbls delivered \$0 82 \$0 85
5 to 9 bbls " 81 84
Toronto, Hamilton, London and Guelph
2c. less.

Turpentine.
Single barrel, freight allowed 0 64
2 to 4 barrels 0 65

Castor Oil.
East India, in cases, per lb. 0 10 0 10½
small lots 0 10½ 0 11

Cod Oil, Etc.
Cod Oil, per gal. 0 50 0 55
Pure Olive 1 20
Neatsfoot 30

Glue.
Common 0 08½ 0 09
French Medal 0 14 0 14½
Cabinet, sheet 0 12 0 13
White, extra 0 18 0 20
Gelatin 0 22 0 30
Strip 0 18 0 20
Coopers 0 19 0 20
Buttner 0 18



JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.

HARDWARE.

Ammunition.

Cartridges.
S. B. Caps, Dom. 50 and 55 per cent.
Rim Fire Pistol, dis. 40 p.c., Amer.
Rim Fire Pistol, dis. 50 and 55 p.c.
Rim Fire Pistol and Rifle, 10 p.c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military,
Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
add 5 p.c. to list. B.B. Caps, discount 40
per cent. Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, net list.
Brass shot Shells, 55 per cent.
Primers, Dom., 30 per cent.

Wads, per lb.

Best thick white felt wadding, in 3/4-lb.
bags, 1 00
Best thick brown or grey felt wads, in
1/2-lb. bags, 0 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes
of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge, 0 25
Thin card wads in boxes of 1,000
each, 8 gauge, 0 60
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 70
9 and 10 gauges, 0 90
7 and 8 gauges, 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb. 10 0 12 1/2
Anvil and Vise combined 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p.c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 6 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 p.c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 3 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00
Axe Grease.
Ordinary, per gross, 5 75 6 00
Best quality, " 13 00 15 00
Bath Tubs.
Zinc, 6 00
Copper, discount 15 p.c. off revised list

Baths.

Standard Enameled.
5 1/2-inch rolled rim, 1st quality, 30 00
" 2nd " 22 00
Anti-Friction Metal.
"Tandem" A, per lb. 0 27
" B, " 0 21
" C, " 0 11 1/2
Mazoolia Anti-Friction Metal, per lb. 0 25

SYRACUSE SMELTING WORKS.

Aluminum, genuine, 0 45
Dynamo, 0 29
Spiral, 0 25
Aluminum, 99 p.c. pure "Syracuse", 0 50

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 68 1/2 per cent.

Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 45 per cent.
Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40

Bellows.

Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Beltting.

Extra, 50 and 10 per cent.
Standard, 60 per cent.
No. 1 Agricultural, 60 and 10 p.c.

Bits.

Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.
Clark's, 40 per cent.

Gimlet.

Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts. Per cent.

Carriage Bolts, full square, Norway, 70
" full square, 70
Common Carriage Bolts, all sizes, 65
Machine Bolts, all sizes, 65
Coach Screws, 75
Sleigh Shoe Bolts, 75
Blank Bolts, 65
Bolt Ends, 65
Nuts, square, 4 1/2 c. off
Nuts, hexagon, 4 1/2 c. off
Tire Bolts, 67 1/2
Stove Bolts, 67 1/2
Stove rods, per lb., 5 1/2 to 6 c.
Plough Bolts, 60

Boot Calks.

Small and medium, ball, per M., 4 25

Small heel, per M., 4 50

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis. 65 to 67 1/2 per cent.
Reversible, dis. 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.

Henia, No. 8, 6 00
Henia, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 65
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 85
Carpet felt, per ton, 45 00

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list.

Loose Pin, dis., 60 per cent.

Fast Joint, dis. 60 and 10 per cent.

Loose Pin, dis. 60 and 10 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.

American, per doz., 1 00 1 50

Hullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.

Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 80 3 00
English, 3 00
Belgian, 2 75 3 00
Canadian hydraulic, 1 25 1 50

Chalk.

Carpenters, Colored, per gross 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 70 per cent.
Warnock's, dis. 70 per cent.
P. S. & W. Extra 60 10 and 5 p.c.

Churns.

Revolving Churns, metal frames—No. 0, \$8-
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 18
p.c.; from stock in Montreal, 56 p.c.
Terms, 4 months or 3 p.c. cash in 30 days

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 25
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 25
Plain Richelieu, 3 75
Emb. Richelieu, 4 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 60
" oval, 17 x 14 in., 1 50
" 19 x 15 in., 2 25

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, " 15
" 6, " 15
Boynton pattern, 20

Door Springs.

Torrey's Rod, per doz., (15 p.c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.

Carpenters, dis. 70 per cent.

Drills.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, is., 37 1/2 to 40 per cent.

Standard dis. 50 and 5 to 55 per cent.

Faucets.

Common, cork-lined, dis. 35 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80

No. 2, per doz., 1 60

Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 45 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES.

Black Diamond, 50 and 10 to 60 per cent

Kearney & Fote, 60 and 10 p.c. to 60, 10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.

Hay, manure, etc., dis. 50 and 10 per cent.

revised list.

GLASS—Window—Box Price.

Size	Per	Star	Per	D. Diamond
United	50 ft.	100 ft.	50 ft.	100 ft.
Inches.				
Under 26.....	2 10	4 00		6 00
26 to 40.....	2 30	4 35		6 65
41 to 50.....		4 75		7 25
51 to 60.....		5 00		8 50
61 to 70.....		5 35		9 25
71 to 80.....		5 75		10 50
81 to 85.....		6 50		11 75
86 to 90.....				14 00
91 to 95.....				15 50
96 to 100.....				18 00

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

HALTERS.

Rope, 3/4 per gross, 9 00
" 1/2 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/2 in., 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., 1 50 2 00

Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25

American, per gross, 3 15 3 75

Canadian, 40 per cent.

Canadian, per pair, 0 13 1/4

HANGERS.

doz. pairs, 5 85 6 00

Steel barn door, 5 85 6 00

Stearns, 4 inch, 5 00

" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40

No. 11 1/2, 10-ft. run, 10 80

No. 12, 10-ft. run, 12 60

No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent

Heavy T and strap, 4-in., per lb., 0 06 1/2

" 5-in., " 0 06 1/2

" 6-in., " 0 06

" 8-in., " 0 05 1/2

" 10-in., " 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.

Screw hook and hinge—

6 to 12 in., per 100 lbs., 4 50

14 in. up, per 100 lbs., 3 50

Per gro. pair, 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p.c.

Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent.

HOOBS.

Cast Iron.

Bird Cage, per doz., 0 50 1 10

Clothes Line, per doz., 0 27 0 63

Harness, per doz., 0 72 0 88

Hat and Coat, per gross, 1 00 3 00

Chandelier, per doz., 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis.
47 1/2 per cent.

Wire.

Hat and Coat, discount 45 per cent.
Belt, per 1,000, 0 60
Screw, bright, dis. 55 per cent.

HORSE NAILS.

"C" brand 50 p.c. dis. } Oval head.
"M" brand 50 p.c. }

Acadian, 50 and 10 per cent.

MALEHAM & YEOMANS,

Highest Award.

Manufacturers of

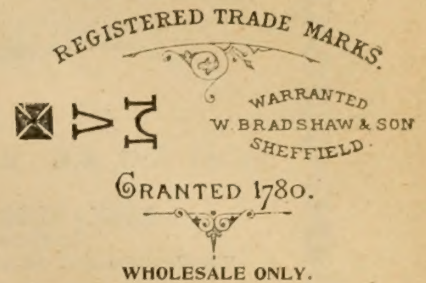
Table Cutlery, Razors,
Scissors, Butcher Knives
and Steels, Palette and
Putty Knives.

SHEFFIELD,
ENGLAND.



Exposition Universelle, Paris, 1889.

SPECIALTY: Cases of Carvers and
Cabinets of Cutlery.



F. H. SCOTT, 360 Temple Building, MONTREAL.

HORSESHOES.		NAIL PULLERS.		Copper,		SCREW DRIVERS.	
F.O.B. Montreal.		German and American.....		30 "	22 00	Sargent's, per doz.....	
No. 2 No. 1.		NAIL SETS		35 "	26 00	0 65 1 00	
Iron Shoes.		3 square, round, and octagon,		40 "	30 00	SCREWS	
Light, medium, and heavy.		per gross.....		Discount off Copper Boilers 10 per cent.		Wood, F. H., iron, and steel, 80 p.	
Snow shoes.....		Diamond.....		RAKES.		Wood R. H., " dis. 75 p.c.	
Steel Shoes.		NETTING.		Cast steel and malleable Canadian list		" F. H., brass, dis. 75 p.c.	
Light.....		Poultry, 50 per cent. for McMullen's.		50 and 10 p.c. revised list.		Wood, R. H., " dis. 67 1/2 p.c.	
Featherweight (all sizes).....		OAKUM. Per 100 lb.		Wood, 25 per cent.		" F. H., bronze, dis. 67 1/2 p.c.	
F.O.B. Toronto, Hamilton, London and		Navy.....		RASPS AND HORSE RASPS.		" R. H., 62 1/2 p.c.	
Guelph, 10c. per keg additional.		U. S. Navy.....		New Nicholson horse rasp, discount 60 p.c.		Drive Screws, 80 per cent.	
Toe weight steel shoes.....		OIL.		Globe File Co.'s rasps, 60 and 10 to 70 p.c.		Bench, wood, per doz.....	
JAPANNED WARE.		Water White (U.S.).....		Heller's Horse rasps, 50 to 50 and 5 p.c.		" iron, ".....	
Discount, 45 and 5 per cent. off list, June		Prime White (U.S.).....		RAZORS.		SCYTHES.	
1899.		Water White (Can.).....		Geo. Butler & Co.'s.....		Per doz, net.....	
ICE PICKS.		Prime White (Can.).....		per doz.		SCYTHE SNATHS.	
Star per doz.....		OILERS.		Baker's.....		Canadian, dis. 45 p.c.	
KETTLES.		McClary's Model galvan. oil		Baker's.....		SHEARS	
Brass spun, 7 1/2 p.c. dis. off new list.		can, with pump, 5 gal.,		Wade & Butcher's.....		Bailey Cutlery Co., full nickled, dis. 60 p.c.	
Copper, per lb.....		per doz.....		Thiele & Quack's.....		Seymour's, dis. 50 and 10 p.c.	
American, 60 and 10 to 65 and 5 p.c.		Zinc and tin, dis. 50, 50 and 10.		Elliot's.....		SHOVELS AND SPADES.	
KEYS.		Copper, per doz.....		REAPING HOOKS.		Canadian, dis. 40 and 5 per cent.	
Lock, Can., dis., 45 p.c.		Brass.....		Discount, 50 and 10 per cent.		SINKS.	
Cabinet, trunk, and padlock,		Malleable, dis. 25 per cent.		REGISTERS.		Steel and galvanized, discount 45 per cent.	
Am. per gross.....		GALVANIZED PAIRS.		Discount.....		SNAPS.	
KNOBS.		Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.		RIVETS AND BURRS.		Harness, German, dis. 25 p.c.	
Door japanned and N.P., per		Flaring pairs, discount 45 per cent.		Iron Rivets, discount 60 and 10 per cent.		Lock, Andrews'.....	
doz.....		Galvanized washtubs, discount 45 per cent.		Iron Burrs, discount 55 per cent.		SOLDERING IRONS.	
Bronze, Berlin, per doz.....		PIECED WARE.		Black and Tinned Rivets, 60 p.c.		1, 1 1/2 lb., per lb.....	
Bronze Genuine, per doz.....		Discount 40 per cent. off list, June, 1899.		Extras on Iron Rivets in 1-lb. cartons, 1/2		2 lb. or over, per lb.....	
Shutter, porcelain, F. & L.		PICKS.		per lb.		SQUARES.	
screw, per gross.....		Porcelain head, per gross.....		Extras on Iron Rivets in 1/2-lb. cartons,		Iron, No. 493, per doz.....	
White door knobs—per doz.		Brass head.....		per lb.		" Mo. 494, ".....	
HAY KNIVES.		PICTURE NAILS.		Copper Rivets & Burrs, 35 and 5 p.c. dis.		Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list.	
Discount, 50 and 10 per cent.		Picture Wire.		and cartons, 1c. per lb. extra, net.		Try and bevel, dis. 50 to 52 1/2 p.c.	
LAMP WICKS.		Tin and gilt, discount 75 p.c.		Extras on Tinned or Coppered Rivets		STAMPED WARE.	
LANTERNS.		PLANES.		1/2-lb. cartons, 1c. per lb.		Plain, dis. 75 and 12 1/2 p.c. off revised list.	
Cold Blast, per doz.....		Wood, bench, Canadian dis. 50 per cent		Terms, 4 mos. or 3 per cent. cash 30 days.		Retinned, dis. 75 p.c. off revised list.	
No. 3 "Wright's".....		American dis. 50.		RIVET SETS.		STAPLES.	
Ordinary, with O burner.....		Wood, fancy Canadian or American, 37 1/2		Canadian, dis. 35 37 1/2 per cent.		Galvanized.....	
Dashboard, cold blast.....		to 40 per cent.		ROPE, ETC.		Plain.....	
Japanning, 50c. per doz. extra.		PLANE IRONS.		7-16 in. and larger, per lb.		Coopers', discount 45 per cent.	
LEMON SQUEEZERS.		English, per doz.....		1/4 in.....		Poultry netting staples, 40 per cent.	
Porcelain lined.....		Button's Genuine per doz pairs, dis. 37 1/2		1/4 and 5-16 in.....		STOCKS AND DIES.	
Galvanized.....		40 p.c.		Cotton, 3-16 inch and larger		American dis. 25 p.c.	
King, wood.....		Button's Imitation, per doz.....		" 5-32 inch.....		STONE.	
King, glass.....		German, per doz.....		" 1/2 inch.....		Washita.....	
All glass.....		500 900		Russia Deep Sea.....		Hindostan.....	
LINES.		PLUMBERS' BRASS GOODS.		Jute.....		slip.....	
Fish, per gross.....		Impression work, discount, 60 per cent.		Lath Yarn.....		Labrador.....	
Chalk.....		Fuller's work, discount 65 per cent.		New Zealand Rope.....		Axe.....	
LOCKS.		Rough stops and stop and waste cocks, dis-		RULES.		Turkey.....	
Canadian, dis. 45 p.c.		count, 60 per cent.		Boxwood, dis. 75 and 10 p.c.		Arkansas.....	
Russell & Erwin, per doz.....		Jenkins' 55 disk globe and angle valves, dis-		Ivory, dis. 37 1/2 to 40 p.c.		Water-of-Ayr.....	
Eagle, dis. 30 p.c.		count, 55 per cent.		SAD IRONS.		Scythe, per gross.....	
Padlock.....		Standard valves, discount, 60 per cent.		per set		Grind, per ton.....	
English and Am., per doz.....		Jenkins' radiator valves discount 55 per cent.		Mrs. Potts, No. 55, polished.....		STOVE PIPES.	
Scandinavian, ".....		standard, dis. 60 p.c.		No. 50, nickle-plated.....		Nestable in crates of 25 lengths.	
Eagle, dis. 20 to 25 p.c.		Quick opening valves, discount, 60 p.c.		Dominion Flint Paper, 47 1/2 per cent.		6 inch Per 100 lengths.....	
MACHINE SCREWS.		No. 1 compression bath cock.....		B & A. sand, 40 and 2 1/2 per cent.		7 inch.....	
Iron and Brass.		No. 4.....		Emery, 40 per cent.		ENAMELINE STOVE POLISH.	
Flat head, discount 25 p.c.		No. 7, Fuller's.....		SAP SPOUTS.		No. 4-3 dozen in case, net cash.....	
Round head, discount 20 p.c.		No. 4 1/2.....		Bronzed iron with hooks, per doz.....		No. 6-3 dozen in case, ".....	
MALLET.		POWDER.		SAWS.		TACKS BRADS, ETC.	
Tinmith's, per doz.....		Velox Smokeless Shotgun Powder.		Hand, Diston's, dis. 12 1/2 p.c.		Strawberry box tacks, bulk.....	
Carpenter's, hickory, per doz.....		100 lb. or less.....		S. & D., 40 per cent.		Cheese-box tacks, blued.....	
Lignum Vitae, per doz.....		1,000 lb. or more.....		Crosscut, Diston's, per ft.....		Trunk tacks, black and tinned.....	
Caulking, each.....		Net 30 days		S. & D., dis. 35 p.c. on Nos. 2 and 3.		Carpet tacks, blued.....	
MATTOCKS.		PRESSED SPIKES.		Hack, complete, each.....		" " (in kegs).....	
Canadian, per doz.....		Discount, 25 per cent.		frame only.....		Cut tacks, blued, in dozens only.....	
MEAT CUTTERS.		PULLEYS.		SASH WEIGHTS.		" 1/4 weights.....	
American, dis. 25 to 30 p.c.		Axe.....		Sectional, per 100 lbs.....		Swedes, cut tacks, blued and tinned.....	
German, 15 per cent.		Hole.....		Solid, ".....		In bulk.....	
MILK CAN TRIMMINGS		Screw.....		SASH CORD.		In dozens.....	
Discount, 25 per cent.		Awning.....		Per lb.....		Swedes, upholstered, bulk.....	
NAILS.		Canadian cistern.....		" Lincoln," per doz.....		" brush, blued & tinned, bulk.....	
Quotations are:		Canadian pitcher spout.....		SALES.		" gimp, blued, tinned and	
2d. and 3d.....		Saddlers, per doz.....		B. S. & M. Scales, 45 p.c.		japanned.....	
3d.....		Conductors, ".....		Champion, 65 per cent.		Zinc tacks.....	
4 and 5d.....		Tinners' solid, per set.....		Fairbanks Standard, 35 p.c.		Leather carpet tacks.....	
6 and 7d.....		" hollow, per inch.....		Dominion, 55 p.c.		Copper tacks.....	
8 and 9d.....		RANGE BOILERS		Richelieu, 55 p.c.		Copper nails.....	
10 and 12d.....		Galvanized, 30 gallons.....		Chatillon Spring Balances, 10 p.c.			
16 and 20d.....		" 35.....					
30, 40, 50 and 60d. (base).....		" 40.....					
Galvanizing 20c. per lb. net extra.							
Steel Out Nails 10c. extra.							
Miscellaneous wire nails, dis. 70 per cent.							
Coppers' nails, dis. 30 per cent.							
Flour barrel nails, dis. 25 per cent.							

STANDARD CHAIN CO., MANUFACTURERS OF CHAIN

PITTSBURGH,
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,
Montreal.

—Canadian Representatives— A. C. LESLIE & CO.,
Montreal.

For Provinces of Ontario and Quebec.

For other Provinces.

Trunk nails, black	55 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued and tinned.....	65 and 5
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, papers.....	90 and 10
" " bulk	40

TAPE LINES.

English, ass skin, per doz....	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each.....	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.	
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TRANSOM LIFTERS.

Payson's per doz.....	2 60
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TRAPS (Steel.)

Game, Newhouse, dis. 25 p.c.	
Game, H. & N., P. S. & W., 65 p.c.	
Game, steel, 72½, 75 p.c.	

TROWELS.

Disston's discount 10 per cent.	4 75	6 00
German, per doz.....		
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.....	0 27
Wrapping, cotton, per lb	0 22
Wrapping, mttled, net pack. 0 51	0 60
Wrapping cotton, 3-ply	0 20
4-p y.....	0 26
Mattress, per lb.....	0 33
Staging, "	0 27
Broom, "	0 30

VICES.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz	8 50	13 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.	
Diamond, Famous, Premier, 50 and 10 p.c.	
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.	

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.	
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.	
Smooth Steel Wire, base, \$2.80 per 100 lb. List of extras: Nos. 2 to 5, ad-	

vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 50c.—tinned wire, \$2—oil, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 17½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$3. Coppered, 5c.—oil, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3 85—No. 9, \$3.10—No. 10, \$4.00—No. 11, \$4.05—No. 12, \$3.25—No. 13, \$3.35—No. 14, \$4.40—No. 15, \$4.90—No. 16, \$5.15.

Clothes Line Wire, 19 gauge, per 1,000 feet..... 3 30

WIRE FENCING. F.O.B.

Galvanized 4 barb, 2½ and 5 inches apart.....	Toronto 3 10
Galvanized, 2 barb, 4 and 6 inches apart.....	3 10
Galvanized, plain twist.....	3 10
Galvanized barb, f.o.b. Cleveland, \$2.97½ in less than carlots, and \$2.85 in carlots.	
Terms, 60 days or 2 per cent. in 10 days.	
Ross braid truss cable	4 50

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net....	1 50
Terms, 4 months, May 1; 3 p.c. off 30 days.	

WRENCHES.

Acme, 35 to 37½ per cent.		
Agricultural, 60 p.c.		
Coe's Genuine, dis. 70 to 25 p.c.		
Towers' Engineer, each.....	2 00	7 00
" S., per doz	5 80	6 00
G. & K's Pipe, per doz.....	3 40	3 40
Burrell's Pipe, each.....	3 00	3 00
Pocket, per doz.....	0 25	2 90

WRINGERS.

Leader.....per doz.	\$60 00
Royal Canadian	58 00
Royal American	50 00
Discount, 45 per cent.; terms 4 months, cr p.c. 30 days.	

WROUGHT IRON WASHERS

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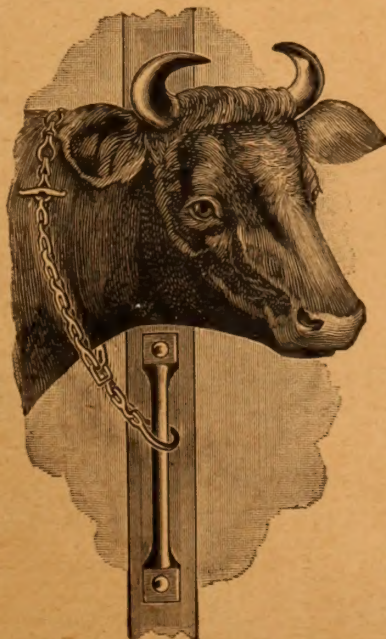
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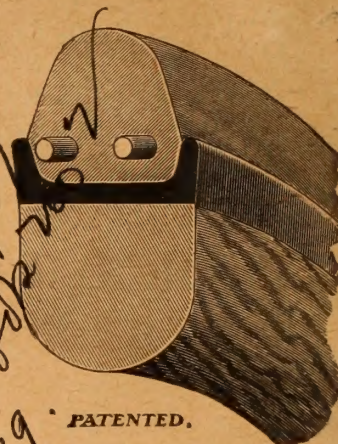
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